



# STATION & CABLE TRADING

Jr., chairman; David E. Kennedy, president) **Seller:** Sapphire Broadcasting Inc. (Hoyt J. Goodrich, president) **Broker:** Patrick Communications Corp. (buyer)

**KWNR(FM) Henderson Price:** \$12 million (merger) **Buyer:** Regent Communications Inc. (Terry S. Jacobs, president) **Seller:** Southwest Florida Enterprises Inc. (Fred Havenick, president) **Broker:** Media Venture Partners

**KKLZ(FM) Las Vegas Price:** \$13 million **Buyer:** Apogee Communications Inc. (James Johnson, president; Roy P. Disney, owner) **Seller:** Max Media Properties LLC (John A. Trinder, president) **Broker:** Kalil & Co.

## New Hampshire

**WZPK-FM Berlin Price:** \$1.825 million **Buyer:** Fuller-Jeffrey Broadcasting Cos. (Robert F. Fuller, president) **Seller:** New England Broadcasting Inc. (debtor-in-possession; Stephen E. Powell, president) **Broker:** Media Services Group Inc.

## New Jersey

**WAYV-FM Atlantic City Price:** \$3.1 million **Buyer:** Equity Communications LP (Stephen F. Gormley and Gary S. Fisher, principals) **Seller:** Osborn Communications Corp. (Frank D. Osborn, president)

**WSUS(FM) Franklin Price:** \$5 million **Buyer:** Nassau Broadcasting Partners LP (Louis F. Mercatanti Jr., president) **Seller:** WSUS Communications Inc., (James Normoyle, principal) **Brokers:** Serafin Bros. (buyer); Hickman Associates (seller)

**WADB(FM) Point Pleasant Price:** \$8 million **Buyer:** New Jersey Broadcasting Partners (E. Burke Ross Jr., president) **Seller:** Seawood Broadcasters Inc. (Arthur Shadek, owner) **Broker:** Gary Stevens & Co.

## New Mexico

**KASY-FM Albuquerque Price:** \$5 million **Buyer:** Citadel Broadcasting Co. (Lawrence R. Wilson, president) **Seller:** Ramar Communications Inc. (Ray Moran, principal)

**KBOM(FM) Los Alamos Price:** \$2.475 million **Buyer:** W. Russell Withers Jr. **Seller:** Tesuque Radio Co. (John C. Herklotz, chairman)

**KNYN(FM) Santa Fe and KTMN-FM Los Alamos Price:** \$3.5 million cash **Buyer:** American General Media (Charles Salisbury, VP) **Seller:** Plaza Broadcasting Inc./Mountain Broadcasting Inc. (Jim Leary,

president) **Broker:** Norman Fischer & Associates (seller)

## New York

**WHRL-FM Albany Price:** \$2,632,500 **Buyer:** Dame Media Consultants Inc. (J. Albert Dame, president) **Seller:** Regal Broadcasting Corp. (Robert L. Hill, owner) **Broker:** Kozacko Media Services

**WYSR(FM) Rotterdam/Albany Price:** \$1 million **Buyer:** SFX Broadcasting Inc. (Robert F.X. Sillerman, executive chairman) **Seller:** Jarad Broadcasting Co. of New York Inc. (Donald J. Morey, president)

**WZVU(FM) Long Branch, N.J., and WWHB(FM) Hampton Bays, N.Y. Price:** \$20 million (\$12 million for wzvu, \$8 million for wwhb) **Buyer:** Odyssey Communications Inc. (Mike Kakoyannix, president) **Sellers:** ■ wzvu: K&K Broadcasting (Donald L. Kelly, president) ■ wwhb: South Fork Broadcasting (Eddie Simon, president) **Broker:** Gary Stevens & Co. (wzvu)

**WHRR(FM) Avon/Rochester Price:** \$2 million **Buyer:** Heritage Media Corp. (James Hoak, chairman) **Seller:** Livingston Communica-

tions (Robert C. Savage, president)

**WXCD(FM) Syracuse Price:** \$2.8 million **Buyer:** Pilot Communications of Syracuse Inc. (James L. Leven, president) **Seller:** Salt City Communications Inc. (Merrill B. Charles, president)

## North Carolina

**Swap of WRFX-FM, WNKS-FM and WSSS(FM) Charlotte for WTDR(FM) Statesville/Charlotte plus \$64.8 million Value:** \$100 million **Swapper,** WRFX-FM, WNKS-FM, WSSS(FM): EZ Communications Inc. (Alan Box, president) **Swapper,** WTDR: SFX Broadcasting Inc. (Robert F.X. Sillerman, executive chairman/53.2% owner) **Broker:** Dugan & Associates (SFX)

**WHSL-FM Greensboro Price:** \$6 million cash **Buyer:** SFX Broadcasting Inc. (Robert F.X. Sillerman, executive chairman) **Seller:** Hicks, Muse, Tate & Furst Inc. (Thomas O. Hicks, chairman) **Broker:** Star Media Group

**WIKS(FM) New Bern/Greenville, WMGV(FM) Newport/Greenville and WXNR(FM) Grifton/Greenville Price:** \$16 million (\$14 million for WIKS-FM and WMGV-FM; \$2 million for WXNR) **Buyer:** Beasley Broadcast Group (George G. Beasley, president) **Sellers:** ■ WIKS-FM, WMGV-FM: WIKS-FM Inc. (Stephen Taylor, principal) ■

WXNR-FM: Taylor Communications Corp. (Edward L. Taylor III, chairman) **Broker:** Bergner & Co.

**WMYK(FM) Moyock Price:** \$3.35 million **Buyer:** Clear Channel Communications Inc. (L. Lowry Mays, president) **Seller:** Willis Broadcasting Corp. (L.E. Willis Sr., president)

**WKIX-FM Raleigh/Durham Price:** \$16 million **Buyer:** Curtis Media Group (Donald W. Curtis, owner) **Seller:** Alchemy Communications LP 1 (Howard and Miriam Warshaw, owners) **Broker:** Media Services Group Inc.

**WFXK-FM Tarboro/Raleigh/Durham, N.C. Price:** \$5.9 million **Buyer:** Pinnacle Broadcasting Co. Inc. (Edward J. Ferreri, president) **Seller:** Osborn Communications Corp. (Frank D. Osborn, president) **Broker:** Star Media Group Inc.

## North Dakota

**KPFX(FM) Fargo Price:** \$2.125 million **Buyer:** Ingstad Broadcasting Inc. (James D. Ingstad, president) **Seller:** T&J Broadcasting Inc. (Thomas E. Ingstad, president)

**WDAY-FM Fargo Price:** \$1.5 million **Buyer:** T&J Broadcasting Inc. (Thomas E. Ingstad, president) **Seller:** Forum Communications Co. (William Marcell Sr., president)

## Ohio

**WGRR(FM) Hamilton/Cincinnati Price:** \$31 million **Buyer:** Tsunami Communications Inc. (Tony Galluzzo, president) **Seller:** Dalton Group Inc. (William and Susan Dalton, owners) **Broker:** Media Venture Partners

**WIZF(FM) Erlanger, Ky./Cincinnati Price:** \$4 million **Buyer:** Blue Chip Broadcasting (Ross Love, president) **Seller:** Inter-Urban Broadcasting of Cincinnati Inc. through U.S. Bankruptcy Court **Brokers:** Richard A. Foreman Associates Inc. (seller); Chrysler Capital Co. (buyer)

**WXEG(FM) Beavercreek/Dayton Price:** \$3,347,338 **Buyer:** American Radio Systems Corp. (Steven B. Dodge, president) **Seller:** New Generation Broadcasting Inc. (Alan Gray, president)

**WLQT(FM) Kettering/Dayton and WDOL(FM) Englewood/Dayton Price:** \$12 million **Buyer:** Palm Beach Radio Broadcasting Inc. (Gary Hess, VP; Macfadden Holdings LP, 80% owner) **Seller:** Regent Communications Inc. (Terry S. Jacobs, president) **Broker:** Media Venture Partners

**WBTT(FM) Englewood/Dayton and WLQT(FM) Kettering/Dayton Price:** \$12 million **Buyer:** American Radio Systems Corp. (Steven B. Dodge, president) **Seller:** Palm Beach Radio Broadcasting Inc. (Gary Hess, VP; Macfadden Holdings LP, 80% owner)

**WCEZ(FM) Delaware Price:** \$1.95 million **Buyer:** Associated Group Inc. (Monroe E. Berkman, officer) **Seller:** Radio Delaware Inc. (James Shaheen Sr., principal) **Bro-**



**ker:** Media Venture Partners

**WIMX(FM) Gibsonburg Price:** \$1 million  
**Buyer:** Fritz Broadcasting Inc. (Jock T. Fritz, president) **Seller:** WRED Inc. (Buddy Carr, principal)

**WLSN(FM) Greenville Price:** \$2.35 million  
**Buyer:** Hawes-Saunders Broadcast Properties Inc. (Ro Nita Hawes-Saunders, president) **Seller:** Treaty City Broadcasting Corp. (Nicholas F. Bodi, president)

**WCKX(FM) London Price:** \$4.5 million  
**Buyer:** Blue Chip Broadcasting (Ross Love, president) **Seller:** Joerg G. Klebe  
**Broker:** Crisler Co. (buyer); Star Media Group Inc. (seller)

## Oklahoma

**KTNT-FM Edmond/Oklahoma City Price:** \$2.65 million **Buyer:** Caribou Communications Co. (J. Kent Nichols, president) **Seller:** Life Broadcasting Inc. (Porter Davis, president) **Broker:** Kalil & Co.

**KCFM(FM) Okmulgee Price:** \$1.8 million  
**Buyer:** Shamrock Communications Inc. (William R. Lynett, president) **Seller:** Integrated Broadcasting Co. (Benjamin F. Davis Jr., owner)

## Oregon

**KDBX(FM) Banks/Portland Price:** \$14 million **Buyer:** American Radio Systems Corp. (Steven B. Dodge, chairman) **Seller:** Salem Communications Corp. (Edward G. Atsinger III, president) **Brokers:** Media Venture Partners (buyer); Gary Stevens & Co. (seller)

## Pennsylvania

**Swap of WALY(FM) Bellwood/Altoona and WDLS(FM) Dallas/Wilkes Barre/Scranton Value:** \$1.384 million  
**Swapper of WDLS:** Winston Radio Corp. (Michael F. Brosig Sr., CEO) **Swapper of WALY:** Swanson Holdings Ltd. (Stephen Kilian, principal) **Brokers:** Media Services Group Inc.; Satterfield & Perry

**WKSL(FM) Greencastle Price:** \$1.25 million **Buyer:** Chambersburg Broadcasting Co. (Margaret Ehle, president) **Seller:** Greencastle Broadcasting Co. (Robert L. Thomas, president)

**WSSZ(FM) Greensburg Price:** \$2.4 million  
**Buyer:** Sheridan Broadcasting Corp. (Ronald R. Davenport Sr., chairman) **Seller:** WHJB Corp. (Melvin A. Goldberg, president)

**Frequency of WAMO-FM Pittsburgh Price:** \$10 million and buyer's license for 106.7 mhz frequency of wxdx(FM) Beaver Falls, Pa., in exchange for license for frequency of WAMO-FM and \$10 million like-kind property) **Buyer:** Secret Communications LP (Frank E. Wood, president) **Seller:** Sheridan Broadcasting Corp. (Ronald R. Davenport Sr., chairman)

## Puerto Rico

**WIOB-FM Mayaguez, WIOC-FM Ponce and WIOA-FM San Juan Price:** \$12 million

**Buyer:** Primedia Broadcast Group (Rafael Oller, president) **Seller:** Cadena Estereotempo (Alfred R. De Arellano, president) **Broker:** Media Venture Partners

## South Carolina

**WMGL(FM) Ravenel/Charleston and WWWZ(FM) Summerville/Charleston Price:** \$7.505 million (merger) **Buyer:** Wicks Broadcast Group LP (WBG Management Inc., general partner [Edgar R. Berner, president]) **Seller:** Mayo Radio of Charleston Inc. (Barry A. Mayo, president)

**WSCQ-FM Columbia Price:** \$4.1 million  
**Buyer:** Benchmark Communications (Bruce R. Spector, Joseph L. Mathias IV, general partners) **Seller:** Congaree Broadcasters (Dennis Waldrop, president) **Broker:** Ameri-com (seller)

**WAVF(FM) Hanahan Price:** \$2,964,414 for stock **Buyer:** Haywood B. Bartlett Jr. **Seller:** Beach Co. (43% owner); Lawrence O. Thompson (25.5% owner); Three Strands Investments (8% owner)

**WMYB(FM) Myrtle Beach Price:** \$1.1 million **Buyer:** Multi-Market Radio Inc. (Michael G. Ferrel, president) **Seller:** Puritan Radiocasting Co. (Ron Rackley, president) **Broker:** Media Services Group

**WYAK-FM Surfside Beach/Myrtle Beach and WMYB(FM) Socastee/Myrtle Beach**

**Price:** \$5.125 million **Buyer:** Pinnacle Broadcasting Co. (Philip D. Marella, chairman) **Seller:** Multi-Market Radio Inc. (Michael G. Ferrel, president) **Broker:** Star Media Group Inc.

**WBUB(FM) St. George/North Charleston Price:** \$2.55 million **Buyer:** Southwind Broadcasting Inc. (William G. Dudley III., president) **Seller:** Lowcountry Media Inc. (co-owners Charles A. Barton, Ronald E. Hoover)

**WROQ(FM) Anderson/Greenville/Spartanburg Price:** \$14 million **Buyer:** Multi-Market Radio Inc. (Michael G. Ferrell, president) **Seller:** ABS Communications Inc. (Kenneth A. Brown, chairman/president/treasurer) **Broker:** Blackburn & Co.

## Tennessee

**WFXS-FM Soddy-Daisy/Chattanooga Price:** \$1,142,500 **Buyer:** Bloomington Broadcasting Corp. (Kenneth H. Maness, president) **Seller:** Pye Broadcasting Inc. **Broker:** Ra-Ad of Trenton Inc.

**WYNU(FM) Milan/Jackson Price:** \$3.6 million **Buyer:** Osborn Communications Corp. (Frank D. Osborn, president) **Seller:** Malkan Broadcast Association (Glen Powers, president)

**WAEZ(FM) Elizabethton/Johnson City**

## EXPERIENCE

## INTEGRITY

## DISCRETION

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# STATION & CABLE TRADING

**Price:** \$3 million **Buyer:** Bristol Broadcasting Co. Inc. (W.L. Nininger, president) **Seller:** Upper East Tennessee Broadcasting Inc. (Eaton Govan III, president) **Broker:** Blackburn & Co.

**WXVO(FM) Oliver Springs/Knoxville**  
**Price:** \$1.5 million **Buyer:** Dick Broadcasting Co. of Tennessee Inc. (James A. Dick Jr., president) **Seller:** Phillips Broadcasting Inc. (Charles E. Phillips, president/GM) **Broker:** Media Services Group Inc.

## Texas

**KKPS(FM) Brownsville and KFRQ(FM) Harlingen** **Price:** \$6.1 million **Buyer:** Sunburst Radio Inc. (John M. Borders, president) **Seller:** Rio Grande Partners LP (Dick Oppenheimer, president) **Broker:** Americom

**KOND-FM Cleveland**  
**Price:** \$10 million **Buyer:** Preferred Media Group Inc. (Gerald M. Birnberg, secretary) **Seller:** Texas Classical Radio Inc. (M.S. Stude, owner)

**KNCN(FM) Sinton/Corpus Christi** **Price:** \$2.1 million **Buyer:** GulfStar Communications Inc. (John D. Cullen, president; Hicks, Muse, Tate & Furst, owner) **Seller:** Tippi Communications (Henry B. Tippi, president) **Broker:** Whitley Media

**KEWS(FM) Arlington/Dallas** **Price:** \$32.1 million and buyer gives seller KDFX(AM) Dallas **Buyer:** Salem Communications Corp. (Edward G. Atsinger III, president) **Seller:** Infinity Broadcasting Corp. (Mel Karmazin, president) **Broker:** Gary Stevens & Co.

**51% of CP for KNBR-FM Haltom City/Dallas/Fort Worth** **Price:** At least \$13.705 million **Buyer:** Susquehanna Radio Corp. (Louis J. Appel Jr., chairman) **Seller:** Marcos A. Rodriguez Jr.

**KVLY(FM) Edinburg** **Price:** \$3.175 million **Buyer:** Sunburst Media (John Borders, president) **Seller:** Tippi Communications (Henry B. Tippi, president) **Brokers:** Whitley Media (seller); Americom (buyer)

**KGRI-FM Henderson** **Price:** \$1.3 million for stock **Buyer:** Hunt Broadcasting Inc. (co-owners Janice A. and James G. Hunt) **Seller:** Chipper Dean

**KTBB-FM Lake Jackson/Houston** **Price:** \$27 million **Buyer:** Secret Communications LP (Frank E. Wood, president) **Seller:** Chancellor Broadcasting Co. (Steve Dinetz, president; Hicks, Muse, Tate & Furst Inc.,

90% owner) **Broker:** Star Media Group Inc.

**KMIA(FM) Jasper** (moving to Winnie) **Price:** \$3.5 million cash **Buyer:** Tichenor Media System Inc. (McHenry T. Tichenor Jr., president) **Seller:** Roy E. Henderson

**KNRV-FM Harker Heights/Killeen**  
**Price:** \$1.1 million **Buyer:** Don R. Chaney **Seller:** GulfStar Communications Inc. (R. Steven Hicks, CEO; Hicks, Muse, Tate & Furst, owner)

**Broker:** Whitley Broadcast Media Inc. (buyer)

**KQXX(FM) McAllen**  
**Price:** \$1.3 million **Buyer:** Tichenor Media System Inc. (McHenry T. Tichenor Jr., president) **Seller:** Bravo Broadcasting Co. (Edward L. Gomez, president)

**KMRK-FM Odessa, KCHX(FM) Midland and KCDQ(FM) Monahans/Odessa** **Price:** \$2.625 million (\$575,000 for KMRK; \$450,000 for KCHX; \$1.6 million for KCDQ) **Buyer:** Champion Broadcasting Corp. (C.J. Jones, president) **Sellers:** ■ KMRK: Midcities Corp. (Ed Roskelley, president) ■ KCHX: Sonance Communications Inc. (William R. Hicks, president) ■ KCDQ: FHL Partnership (Steve Horowitz, Gordon Holcomb, David Perkins, Brad Holcomb, principals) **Broker:** Whitley Media

**KTLR-FM Terrell**  
**Price:** \$1.415 million **Buyer:** El Dorado Communications Inc. (Thomas H. Castro, president) **Seller:** Metro Broadcasters-Texas Inc. (Ken Jones, CEO)

**KTYL-FM Tyler** **Price:** \$2.55 million **Buyer:** GulfStar Communications Inc. (R. Steven Hicks, 98.5% owner) **Seller:** Stansell Communications Inc. (James I. Stansell Jr., president)

**KCKR(FM) Waco** **Price:** \$2.1 million **Buyer:** GulfStar Communications Inc. (John D. Cullen, president; Hicks, Muse, Tate & Furst, owner) **Seller:** Stellar Communications (Don Chaney, president) **Broker:** Whitley Media

## Utah

**KUTQ(FM) Bountiful/Salt Lake City and KZHT(FM) Provo/Salt Lake City** **Price:** \$11 million cash **Buyer:** Regent Communications Inc. (Terry S. Jacobs, president) **Seller:** Starley D. Bush **Broker:** Media Services Group Inc.

**Option to buy KBER-FM Ogden/Salt Lake City** **Price:** \$7.7 million **Buyer:** Citadel Broadcasting Co. (Lawrence R. Wilson, president) **Seller:** RadioWest (Curtis Harris, president) **Broker:** Star Media Group Inc.

**KENZ(FM) Orem/Salt Lake City** **Price:** \$5.8 million for stock **Buyer:** Citadel Broadcasting Co. (Lawrence R. Wilson, president) **Seller:** Richard D. Rees, Eric D. and Scott R. Slaymaker

**KMXB-FM Orem/Salt Lake City** **Price:** \$1.438 million **Buyer:** Monarch Broadcasting Inc. (Richard D. Rees, president) **Seller:** Wolf Communications LLC (Steve Marriott, partner)

## Vermont

**WXPS(FM) Vergennes/Burlington** **Price:** \$1.005 million **Buyer:** Watertown Radio Associates LP (Northstar Broadcasting Corp., 20.7% general partner; Jeffrey D. Shapiro, William D. Goddard, co-owners) **Seller:** Lakeside Broadcasting Corp. (John Davis, president) **Broker:** Media Services Group Inc. (buyer)

## Virginia

**WUMX(FM) Charlottesville** **Price:** \$1.1 million **Buyer:** Air Virginia Inc. (David G. Mitchell, president) **Seller:** Spectrum Broadcasting Corp. (Deborah M. Royster, president)

**WVSF(FM) Charlottesville** **Price:** \$1 million **Buyer:** Clark Enterprises Inc. (A. James Clark, president) **Seller:** Radio Piedmont Inc. (Jay Hicks, principal)

**WVGO-FM Richmond and WLEE-FM Williamsburg/Richmond** **Price:** \$14.5 million **Buyer:** ABS Communications, (Kenneth Brown, president) **Seller:** Benchmark Communications, Baltimore (Bruce R. Spector, Joseph L. Mathias IV, general partners) **Broker:** Bergner & Co.

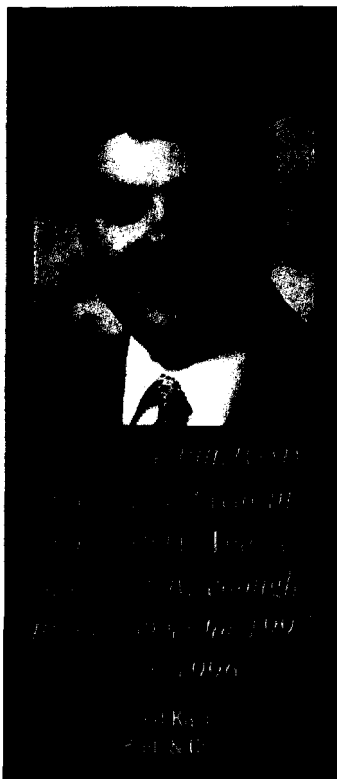
**WVGO-FM Richmond, WLEE-FM Williamsburg/Richmond, WKHK-FM Colonial Heights/Richmond and WBZU(FM) Crewe/Richmond** **Price:** \$37.5 million (\$23 million for WKHK-FM and WBZU; \$14.5 million for WVGO-FM and WLEE-FM) **Buyer:** SFX Broadcasting Inc. (Robert F.X. Sillerman, executive chairman) **Sellers:** ■ WVGO, WLEE: Benchmark Communications ■ WKHK, WBZU: ABS Communications LLC (Kenneth Brown, president)

## Washington

**KYCW-FM Seattle** **Price:** \$26 million **Buyer:** EZ Communications Inc. (Alan Box, president) **Seller:** Infinity Broadcasting Corp. (Mel Karmazin, president)

**KRWM(FM) Bremerton/Seattle** **Price:** \$29.25 million **Buyer:** Sandusky Newspapers Inc. (David Rau, chairman; Norman Rau, president, Sandusky Radio) **Seller:** Brown Broadcasting Co. (Phil Melrose, president)

**KEZE(FM) Spokane** **Price:** \$1.2 million **Buyer:** Z-Rock Communications Corp. (A.M. Hochstadt, president) **Seller:** Melinda



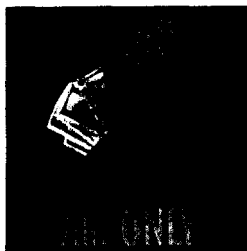
# SPECIAL REPORT

Boucher Read

## Wisconsin

**WOLX-FM Baraboo/Madison Price:** \$10.5 million **Buyer:** Woodward Communications Inc. (William F. Skemp, president) **Seller:** Shockley Communications Corp. (Terry K. Shockley, principal)

**WOFM-FM Mosinee/Wausau Price:** \$1.45 million **Buyer:** Midwest Radio Inc. (Orville N. Heinz, president) **Seller:** Mosinee Communications Inc. (Peggie P. Mallory, president)



## Alabama

**WNSI(AM) Jacksonville Price:** \$3.5 million **Buyer:** United Broadcasting Network Inc. (investors: Pat Choate, Helen Dorsey, Charles

Harder and Dianne Mayfield-Harder, and International Union, United Automobile, Aerospace & Agricultural Implement Workers of America [Stephen P. Yokich, president]) **Seller:** Peoples Network Inc. (Charles Harder, president)

## Arizona

**KOOL(AM) Phoenix Price:** \$6.5 million **Buyer:** Salem Communications Corp. (Edward G. Atsinger III, president) **Seller:** Colfax Communications Inc. (L. Steven Goldstein, president) **Broker:** Kalil & Co.

**KVVA(AM) Phoenix Price:** \$4.9 million **Buyer:** Pulitzer Broadcasting Co. (Ken J. Elkins, president) **Seller:** American Broadcasting Systems (Tim Shaffer, Tom Kearney, principals)

## California

**KWNK(AM) Simi Valley/Los Angeles Price:** \$4.2 million **Buyer:** Lotus Communications Corp. (Howard A. Kalmenson, president) **Seller:** Valley Radio 670 Ltd. (Manuel Cabranes, general partner) **Brokers:** Bergner & Co. (buyer); Foreman & Associates (seller)

**KSTE(AM) Rancho Cordova Price:** \$7.25 million **Buyer:** American Radio Systems Corp. (Steven B. Dodge, chairman) **Seller:** Fuller-Jeffrey Broadcasting Cos. Inc. (Robert F. Fuller, president) **Broker:** Media Venture Partners

**KRRA(AM) West Covina Price:** \$3.1 million **Buyer:** El Dorado Communications Inc. (Thomas H. Castro, president) **Seller:** Robert Burdette & Associates Inc. (Robert Burdette, president)

## District of Columbia

**WWRC(AM) Washington Price:** \$22.5 million **Buyer:** Evergreen Media Corp. (Scott K. Ginsburg, chairman) **Seller:** Greater

March 1996  
Clearview Broadcasting  
*sold*  
**WHCY-FM**  
Blairstown, NJ  
*to*  
Nassau Broadcasting

May 1996  
Public Interest Corp.  
*sold*  
**WWWB-TV**  
Tampa/Lakeland, FL  
*to*  
Hearst Broadcasting

July 1996  
Nassau Broadcasting  
*LMA'd*  
**WOBM AM-FM**  
Toms River, NJ  
*from*  
Seashore Broadcasting

August 1996  
Nassau Broadcasting  
*acquired*  
**WNNJ AM-FM**  
Newton, NJ  
*from*  
Group M Communications

September 1996  
Rainbow Broadcasting  
*sold*  
**KBZR-FM**  
Phoenix/Coolidge, AZ  
*to*  
NPR Phoenix, LLC

November 1996  
KHOM Associates  
*agreed to sell*  
**KHOM-FM**  
Houma, LA  
*to*  
Clear Channel Communications

November 1996  
Clark Broadcasting Co.  
*agreed to sell*  
**WGCO-FM**  
Savannah, GA  
*to*  
New Adventure Communications

December 1996  
Nassau Broadcasting  
*agreed to acquire*  
**WSUS-FM**  
Franklin, NJ  
*from*  
WSUS Communications

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interests of our clients.*

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# STATION & CABLE TRADING

Media Inc. (Peter A. Bordes, chairman)

## Florida

**WYFX(AM) Boynton Beach Price:** \$2.25 million **Buyer:** Fairbanks Communications Inc. (Richard M. Fairbanks, president) **Seller:** Beach Broadcasting Co. Inc. (Gary Lewis Schroepfer, president)

**WACC(AM) Hialeah/Miami Price:** \$2.55 million **Buyer:** Radio Peace Catholic Broadcasting Inc. (Rev. Federico Capdepon, president) **Seller:** New Interamerican Broadcasting Inc. (Adib Eden, president) **Broker:** Herbert M. Levin (seller)

**WIOD(AM) Miami Price:** \$13 million **Buyer:** Paxson Communications Corp. (Lowell W. "Bud" Paxson, chairman) **Seller:** Cox Broadcasting Inc. (Nicholas D. Trigony, president; Robert F. Neil, executive VP/radio) **Broker:** Media Venture Partners

**WRBD(AM) Pompano Beach Price:** \$1.5 million **Buyer:** HHH Broadcasting Inc. (Howard Goldsmith, president) **Seller:** WRBD Inc. (Jerry J. Rushin, principal) **Broker:** Rick Rieke

## Georgia

**WGKA(AM) Atlanta Price:** \$2 million **Buyer:** JW Broadcasting Inc. (Joseph Weber, president) **Seller:** WGKA Inc. (Eathel Holley, principal) **Broker:** Sailors and Associates

**WPLO(AM) Grayson/Lawrenceville Price:** \$1.3 million **Buyer:** Teresa Prieto **Seller:** C. Lamar and Norris J. Nash

## Illinois

**WSCR(AM) Chicago Price:** \$7.5 million **Buyer:** N. John Douglas **Seller:** CBS Radio (Dan Mason, president) **Broker:** H.R. LaRue Media Brokers (buyer)

**WFXW(AM) St. Charles Price:** \$2.091 million **Buyer:** C.C.C. Communications Inc. (John Czech, president) **Seller:** Valley Communications Inc. (Louis F. Pignatelli, principal)

**WAUR(AM) Sandwich/Aurora/Chicago Price:** \$3.9 million **Buyer:** Children's Broadcasting Corp. (Christopher T. Dahl, president) **Seller:** Nelson Broadcasting Inc. (Larry Nelson, president)

## Kentucky

**WKYN(AM) Florence Price:** \$1.3 million **Buyer:** Chancellor Broadcasting Co. (Steve Dinetz, president; Hicks, Muse, Tate &

Furst Inc., 90% owner) **Seller:** Twenty-First Century Media (Joseph J. Schildmeyer, principal)

## Maryland

**WBGR(AM) Baltimore Price:** \$2.775 million **Buyer:** American Radio Systems Corp. (Steven B. Dodge, chairman) **Seller:** Mortenson Broadcasting (Jack Mortenson, principal) **Broker:** American Radio Brokers

## Massachusetts

**WBNW(AM) Boston Price:** \$6 million **Buyer:** Salem Communications Corp. (Edward G. Atsinger III, president) **Seller:** Back Bay Broadcasters Inc. (Peter Ottmar, CEO) **Brokers:** Gary Stevens & Co. (buyer); Media Services Group Inc. (seller)

## Michigan

**WCAR(AM) Livonia/Detroit Price:** \$1.5 million **Buyer:** Children's Broadcasting Corp. (Christopher T. Dahl, president) **Seller:** Wolpin Broadcasting Co. (Walter Wolpin, president) **Broker:** Force Communications & Consultants LLC

## Minnesota

**KEGE(AM) Minneapolis/St. Paul Price:** \$3 million **Buyer:** Salem Communications Corp. (Edward G. Atsinger III, president) **Seller:** Entertainment Communications Inc. (Joseph M. Field, president) **Broker:** Gary Stevens & Co.

Gary Stevens & Co.

## Missouri

**KFEZ(AM) Kansas City Price:** \$1.3 million **Buyer:** Greystone Broadcasting Inc. (William R. Johnson, president) **Seller:** Beal Broadcasting Co. (Thomas E. Beal, president)

**KSD(AM) St. Louis Price:** \$10 million **Buyer:** Dorsey Group Inc. (Tim Dorsey, principal) **Seller:** EZ Communications Inc. (Alan Box, president) **Broker:** Gary Stevens & Co. (buyer)

**WIBV(AM) Belleville, Ill./St. Louis Price:** \$1.5 million **Buyer:** Charter Communications Inc. (Howard L. Wood, chairman, management committee) **Seller:** Belleville Broadcasting Inc. (Emert Wyss, president)

## Nevada

**KVEG(AM) North Las Vegas Price:** \$1.8 million **Buyer:** Allen Shaw **Seller:** Jerry Kutner **Brokers:** Force Communications &

Consultants LLC; Broadcasting Asset Management Corp.

## New Jersey

**WJDM(AM) Elizabeth Price:** \$11.6 million **Buyer:** Children's Broadcasting Corp. (Christopher T. Dahl, president) **Seller:** John R. Quinn **Broker:** Star Media Group Inc.

**WERA(AM) Plainfield Price:** \$1 million **Buyer:** Unity Broadcasting Network—New York Inc. (Sydney L. Small, president) **Seller:** Cloud 9 Broadcasting Inc. (Jesse B. Carroll Jr., president)

## New York

**WLNG(AM) Sag Harbor Price:** \$1.6 million **Buyer:** Unity Broadcasting Network—New York Inc. (Sydney L. Small, president) **Seller:** Main Street Broadcasting Co. Inc. (Ann Buckhout, executive VP)

## Ohio

**WHK(AM) Cleveland Price:** \$6.5 million **Buyer:** Salem Communications Corp. (Edward G. Atsinger III, president) **Seller:** OmniAmerica Group (Carl E. Hirsch, chairman) **Broker:** Gary Stevens & Co.

## Pennsylvania

**WPWA(AM) Chester Price:** \$1.3 million **Buyer:** Children's Broadcasting Corp. (Christopher T. Dahl, president) **Seller:** Lloyd B. Roach Inc. (Lloyd B. Roach, president)

**WURD(AM) Philadelphia Price:** \$1.57 million **Buyer:** Mega Broadcasting Corp. (Alfredo Alonso, president) **Seller:** Philadelphia Christian Radio Inc. (Bishop L. E. Willis Sr., president)

## Texas

**KGGR(AM) Dallas Price:** \$1.15 million **Buyer:** Mortenson Broadcasting Co. of Texas Inc. (Jack Mortenson, president) **Seller:** Faith Broadcasting LP (Anthony R. Chase, principal)

**KTCK(AM) Dallas/Fort Worth Price:** \$14 million **Buyer:** Susquehanna Radio Corp. (Louis J. Appel Jr., chairman) **Seller:** SFX Broadcasting Inc. (Robert F.X. Sillerman, executive chairman) **Broker:** Star Media Group Inc.

**KEYH(AM) Houston Price:** \$1.2 million **Buyer:** El Dorado Communications Inc. (Thomas H. Castro, president) **Seller:** Artlite Broadcasting Co. Inc. (David M. Best, principal)

**KJOJ(AM) Conroe/Houston Price:** \$1 million **Buyer:** Clear Channel Communications Inc. (L. Lowry Mays, president) **Seller:** Family Group Enterprises Inc. (Rigby Owen Jr., president) **Broker:** John W. Saunders (buyer)

**KLVL(AM) Pasadena/Houston Price:** \$1 million **Buyer:** El Dorado Communications Inc. (Thomas H. Castro, president) **Seller:** Estate of Angela Vera Morales



EXHIBIT F

# It's no Secret: Private companies fold in face of deregulation

*Station group couldn't grow, so it had to go*

**By Elizabeth A. Rathbun**

**T**he beginning of the end of Secret Communications LP came in July 1995, when Evergreen Media Corp. outbid Secret for Pyramid Communications Inc.'s 12 radio stations.

Looking back, that was Secret's last chance to buy another company that would equip it to survive radio's consolidation wars, Secret President Frank E. Wood says.

The end came on Oct. 21, when Secret publicly announced the sale of its nine remaining radio stations in Pittsburgh, Cleveland and Indianapolis to SFX Broadcasting Inc. (B&C, Oct. 14). At \$300 million cash, the deal (which requires FCC approval) is the sixth-largest this year involving AM and FM stations.

A look at SFX's purchase of Secret provides insight into the real world of deregulation. Group owners and radio brokers agree that the battle call of deregulation has been: Get bigger or get out. With no national ownership caps



**Meet the new boss: Frank Wood introduces Michael Ferrel in Pittsburgh.**

since February, relatively small, private companies such as Secret are the likeliest targets for takeover by public companies. The public companies are fueled by a money supply that is getting only bigger as investors flock to radio. With Secret, for example, SFX now owns 86 radio stations in 24 cities.

### 'An obvious target'

"We were an obvious target," Wood

says. Secret lacked access to public dollars that would have allowed it to participate in the multimillion-dollar deals that now are standard. "We couldn't grow," Wood says. "We weren't threatened in any of our markets, but we [didn't] see ways to make [bids for stations at] 15 or 16 [times cash-flow multiples]—and the public companies can." SFX's price for Secret amounts to about 17 times trailing cash flow as of August.

Nor could Secret go public. That takes annual cash flow of at least \$50 million, Wood says, but Secret's cash flow still is less than that.

So one by one, private radio groups such as Secret are going the way of the dinosaur. A partial list of private companies that have been swallowed by public firms includes River City Broadcasting, Commodore Media, Regent Communications, OmniAmerica Group, Noble Broadcast Group, Granum Holdings, Colfax Communications and NewCity Communications.

But don't cry for Secret, Argentina. Wood and his investors will walk away with a hefty profit on their two-year-old investment. At least one investor is said to be tallying a 50% after-tax return; Wood says he never needs to work again.

"We certainly paid for waterfront property," SFX Executive Chairman Robert F.X. Sillerman says. But in time, the deal should come in on par or even below the cost of other transactions, he says.

### Although Cincinnati-based Secret

## At a glance

At the same time, the program has contributed to the sale of almost 300 million kilograms of state radio stations. The following table shows the volume of Sberbank's holdings since the beginning of 1995.

3600 MHz, 100 Watts, 0.5m (AM) Sacramento-KSFM  
 100.1 MHz, 100 Watts, 0.5m (FM) and KJNN  
 100.1 MHz, 100 Watts, 0.5m (FM) (AM) and  
 100.1 MHz, 100 Watts, 0.5m (FM) (AM)  
 WCTE-TV, Cleveland, Ohio and WVEU-TV, Pittsburgh, buying  
 www.fox.com, www.fox.com, Beaver Falls, Pittsburgh, Pa.

Jan. 22: Swags Inc. and KIMN Denver to Chancellor Broadcasting Co. of KJZZ-FM Lake Jackson/Houston, Tex. Value: \$27 million.

**Feb. 26:** Acquires Sheridan Broadcasting Corp.'s WAMO-FM Pittsburgh plus \$10 million like-kind property in exchange for wxox Beaver Falls/Pittsburgh plus \$10 million.

April 29) traded WWSM, WOL and Sacramento to American Radio Systems Corp. for ARS's WQRS(FM) Detroit and WFLN-FM Philadelphia plus \$20 million.

**July 1:** Buys WDSY-FM and WNRQ(FM) (later WJW) Pitts-  
burgh from Entertainment Communications Inc. for \$20  
million; as part of deal, trades rights to buy KTBZ-FM  
acquired Jan. 22, to Nationwide Communications Inc.

**July 19:** Sells WONS and WJW-FM Philadelphia (both  
acquired April 29) and WLS and WJWB Detroit to Ever-  
green Media Corp. for \$237.75 million.

**Oct. 15:** Sells the last of its stations—WDFW-WRZX and WFAO Indianapolis; WDSY-FM and WJZZ (both acquired July 1); WDFW and WDXF-FM Pittsburgh and WTAM(AM) (formerly WVEE)-WLTH(FM) Cleveland—to SFX Broadcasting Inc. for \$300 million cash.

**Note:** Dates are when item first appeared in "Changing Hands."

Source: BROADCASTING & CABLE

was busy making deals before its acquisition by SFX (see box), most of its activity was confined to sales and swaps aimed at consolidating its holdings in its stronghold, Pittsburgh.

But its investors wanted Secret to grow or take advantage of the record high prices, Wood says. What they did not want was to stand still. So when Evergreen and Secret met again in August, it was a different story. This time, Evergreen approached Secret about buying its major-market stations. The deal was done for \$237.75 million. "Having decided [to do] that, it was likely the rest of [the stations] were going to go," Wood says. "We ran out of chips."

Several potential buyers indicated their interest in a station here or a station there. But Secret's attitude was "we do not have to sell anything...unless the money is so attractive we might as well take our gain and go home," says William J. Steding of Star Media Group Inc.

In conversations with Sillerman, it became clear that SFX would buy Secret's stations as a group for cash, Steding says. Another advantage of such a deal was that the three markets involved were new to SFX, thus avoiding anti-trust complications.

Wood, Steding, Sillerman and Michael G. Ferrel, SFX acting president, met in New York to iron out the deal. "It was as easy a negotiation [as] I've ever done," Wood says. It took just three weeks to outline the deal in broad terms, and it was completed over "dinner and a bottle of Opus One" wine, Wood says.

The public announcement was no surprise. Wood had visited each of his radio stations a week earlier to tell employees that a deal was in the works. But Wood returned to the three cities on Oct. 15, the day of the announcement, to deliver the news in person. He was accompanied by Ferrel and this reporter.

## Public company, blunt talk

At each meeting with station managers, Ferrel was met with polite—if pointed—silence, along with a few questions about benefits. The tension was especially high in Cleveland, where WTAM(AM)-WLTF(FM) already had been dubbed "trade bait" because of its stand-alone status and roller-coaster ratings.

"Welcome to radio in the '90s," Ferrel told the managers there. He couldn't guarantee that the stations wouldn't be sold again. "Every asset in the SFX portfolio is in play," he said. "I wish I could make a promise to you, but I can't."

While extolling the benefits of being part of a large public company, Ferrel warned the local managers that they will be accountable for their economic projections. "In a public company, you share everything with the world and, most important, you build expectations," he said. Analyst reviews are especially important; they can directly affect SFX's stock price, he said.

Although Secret's stations will be part of a huge company,



**SFX's Ferrel (above) discusses his plans for WOVE (FM) and WXPX(FM) Pittsburgh as Wood (gesturing, left) and staffers listen.**

immediately sell the stations there to Emmis Broadcasting. According to general manager Chris Wheat, word was that "this was just going to be a formality, and tomorrow we would be spun off."

While Wood said he had talked about selling to Emmis Chairman Jeff Smulyan, "there isn't a chance in hell [that] Jeff could take over these stations," he said. If Emmis did, it would control 60% of the market's radio revenue, well over the Justice Department's apparent 50% cap.

Ferrel called the Indianapolis stations a "cornerstone" of Secret. In fact, SFX hopes to add to its holdings in Indianapolis and Pittsburgh, where Secret stations top the ratings, Ferrel said.

The tension still was too high for Wood, who left the room and reappeared a few minutes later with his arms full of light beer. "Lighten up!" he yelled. "This is just the radio business. This is the way it is."

And they did lighten up. Ferrel was officially sworn in when he was invited to fire the legendary potato cannon into the empty field adjoining WFBQ(FM). He did so with a broad grin.

Ferrel, although he loosened up as the day went on, seemed more comfortable with "corporate speak." Wood couldn't help teasing him about it: When Ferrel called a tax loss "a tax event," Wood interrupted to call it "a tax enema."

In Indianapolis, staffers were concerned about rumors that SFX would

control will be decentralized. Six regional managers, including one in the Midwest, will be named to report to Ferrel in New York. "I don't want to layer it with levels of bureaucracy," Ferrel said. "This is not a CBS. You don't have to fit into our holes."

Secret station staffers said they nevertheless will miss Wood's casual style. But he leaves a legacy: the potato cannon. This homemade device uses PVC tubing and hair spray to propel a potato (or an apple, in a pinch) faster and farther than seems possible.



ORIGINAL

Before The  
FEDERAL COMMUNICATIONS COMMISSION  
Washington, D.C. 20554

DOCKET FILE COPY ORIGINAL

In the Matter of )  
 )  
Review of the Commission's ) MM Docket No. 91-221  
Regulations Governing )  
Television Broadcasting )  
 )  
Television Satellite Stations ) MM Docket No. 87-7  
Review of Policy and Rules )  
  
To: The Commission

COMMENTS OF SPECTRUM DETROIT  
(Exhibit G)

Gene A. Bechtel  
Ann C. Farhat

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Counsel for Spectrum Detroit, Inc.

February 7, 1997

## Changing Hands

The week's tabulation  
of station sales

### Proposed station trades

By dollar volume and number of sales;  
does not include mergers or acquisitions  
involving substantial non-station assets

This week:

TVs  $\square$  \$170,748,000  $\square$  4  
Combos  $\square$  \$57,820,261  $\square$  13  
FMs  $\square$  \$35,493,500  $\square$  12  
AMs  $\square$  \$4,219,000  $\square$  9  
Total  $\square$  \$268,280,761  $\square$  38

So far in 1996:

TVs  $\square$  \$268,933,010  $\square$  11  
Combos  $\square$  \$144,783,486  $\square$  25  
FMs  $\square$  \$96,899,510  $\square$  23  
AMs  $\square$  \$4,856,999  $\square$  15  
Total  $\square$  \$516,131,006  $\square$  74

### TV

**WCTV(TV) Thomasville, Ga./Tallahassee, Fla., and WKXT-TV Knoxville, Tenn.**  
**Price:** \$165 million for stock (deal includes PortaPhone and satellite/production business)

**Buyer:** Gray Communications Systems Inc., Albany, Ga. (Ralph W. Gabbard, president); owns KTVE(TV) Monroe, La./El Dorado, Ark.; WJHG-TV Panama City, Fla.; WALB-TV Albany and WRDW-TV Augusta, Ga., and WKYT-TV Lexington and WYMT-TV Hazard, Ky.; and daily newspapers *Albany* (Ga.) *Herald*, *Rockdale Citizen* (Conyers, Ga.) and *Gwinnett Daily Post* (Lawrenceville, Ga.)

**Seller:** John H. Phipps Inc., Tallahassee (John E. Phipps, chairman); no other broadcast interests

**Facilities:** WCTV: ch. 6, 97.5 kw visual, 19.5 kw aural, ant. 2,031 ft.; WKXT-TV: ch. 8, 316 kw visual, 31.6 kw aural, ant. 1,290 ft.

**Affiliations:** Both CBS

**KIEM-TV Eureka, Calif.**

**Price:** \$3.05 million

**Buyer:** Pollack/Belz Broadcasting Co., Alexandria, La. (William Pollack, president); owns KLAX(TV) Alexandria  
**Seller:** Precht Television Associates Inc., Eureka (Robert H. Precht, president); no other broadcast interests

**Facilities:** Ch. 3, 100 kw visual, 10 kw aural, ant. 1,650 ft.

**Affiliation:** NBC

**WOCB(TV) Amsterdam/Albany, N.Y.**

**Price:** \$2.5 million

**Buyer:** Christian Network, Clearwater, Fla. (Dan Steucher, president; Lowell "Bud" Paxson, founder); owns

KUBD(TV) Denver; WCTD(TV) Miami and WIRB(TV) Melbourne, Fla.; WCEE(TV) Mount Vernon, Ill./St. Louis and WTJC(TV) Springfield, Ohio; is buying KWBF(TV) Flagstaff/Phoenix, Ariz., KLDI(TV) Lake Dallas/Dallas, and WKHE(TV) Kenosha/Milwaukee, Wis.

**Seller:** Cornerstone TeleVision Inc., Wall, Pa. (Oleen Eagle, president); no other broadcast interests

**Facilities:** Ch. 55, 5,000 kw visual, 500 kw aural, ant. 731 ft.

**Affiliation:** Independent

**WVGTV-TV Lewisburg/Bluefield, W.Va.**

**Price:** \$198,000

**Buyer:** High Mountain Broadcasting Corp., Ridgefield, Conn. (John Tupper, president/53% owner). Tupper owns 40% of wxv-TV Gulfport, Miss.

**Seller:** WVGTV Television Corp., Charlottesville, Va. (Sidney E. Shumate, president); no other broadcast interests

**Facilities:** Ch. 59, 70.9 kw visual, 7.9 kw aural, ant. 1,302 ft.

**Affiliation:** Not on air

### COMBOS

**KNUZ(AM)-KQUE(FM) Houston**

**Price:** \$39.5 million

**Buyer:** Multi-Market Radio Inc., Springfield, Mass. (Michael G. Ferrell, president/2.28% owner; Robert F.X. Sillerman, 15.18% nonvoting owner); owns KOLL(FM) Maumelle, Ark.; WPKX(FM) Enfield and WPLR(FM) New Haven, Conn.; WGNE-FM Titusville, Fla.; WKBG(FM) Martinez, Ga.; WHMP-AM-FM Northampton, Mass.; WMJY(FM) Biloxi and WKNN-FM Pascagoula, Miss.; WRXR-FM Aiken and WYAK-FM Surfside Beach, S.C.; is selling WRSF(FM) Columbia, N.C.; has LMA with WYBC-FM New Haven. Sillerman is executive chairman/53.2% owner of SFX Broadcasting Inc., which owns KODA(FM) Houston.

**Seller:** Texas Coast Broadcasters Inc., Houston (David H. Morris, president); no other broadcast interests

**Facilities:** AM: 1230 khz, 1 kw; FM:

102.9 mhz, 100 kw, ant. 1,049 ft.  
**Formats:** AM: News/opinion; FM: MOR, oldies, big band

**KBRG(FM) Fremont, KLOK(AM) San Jose-KLOK-FM Greenfield and KVRG(AM) Soledad-KVRG-FM Seaside, all Calif.**

**Price:** \$5,113,261 cash and stock

**Buyer:** Latin Communications Group Inc., N.Y. (Peter Davidson, president/CEO); owns WMDO(AM) Wheaton, Md., and N.Y. daily newspaper *El Diario/La Prensa*

**Seller:** Estelle Gonzales-Walgreen, San Jose

**Facilities:** KBRG: 104.9 mhz, 3 kw, ant. 300 ft.; KLOK: 1170 khz, 50 kw day, 5 kw night; KLOK-FM: 99.5 mhz, 30 kw, ant. 640 ft.; KVRG: 700 khz, 2.5 kw day, 700 w night; KVRG-FM: 107.1 mhz, 1.85 kw, ant. 587 ft.

**Formats:** KBRG: adult contemporary, Spanish; KLOK: Spanish, news, talk; KLOK-FM: Spanish; KVRG: Spanish; KVRG-FM: Spanish

**WTAI(AM)-WAOA(FM) Melbourne, Fla.**

**Price:** \$5 million

**Buyer:** GEM Broadcasting Inc., West Palm Beach, Fla. (Joseph D. Farish Jr., president/owner); no other broadcast interests

**Seller:** Silicon East Communications Partnership, Miami (Sylvan Taplinger, president); no other broadcast interests

**Facilities:** AM: 1560 khz, 5 kw; FM: 107.1 mhz, 100 kw, ant. 500 ft.

**Format:** AM: news/talk; FM: CHR

**Broker:** Robert A. Chaisson Inc.

**KXEW(AM) South Tucson/Tucson and KOHT(FM) Marana, Ariz.**

**Price:** \$2.725 million

**Buyer:** Big Broadcast of Arizona LLC, L.A. (Arthur Egnoian [on-air name Art Laboe], president/owner); no other broadcast interests

**Seller:** Cactus Broadcasting LP, Tucson (Frank Lazarus, general partner); no other broadcast interests

**Facilities:** AM: 1600 khz, 1 kw; FM: 98.3 mhz, 3 kw, ant. 200 ft.

**Format:** Both Spanish

## Local TV advertising tops \$6 billion

The Television Bureau of Advertising reports that preliminary local television advertising sales were up 5% in 1995, to \$6.615 billion, based on a survey of 315 stations across the country. The same stations were up 0.9% in national spot sales, to \$6.66 billion. The results were dragged down by a poor fourth quarter, when spot was down 11% and local was down 2.3%. TVB stresses that the figures hold only for those participating in the survey and are not final industry results for the year. Those figures will be released in several weeks, says TVB.

—SM

## **Stock offering from Paxson**

Paxson Communications has filed a registration statement for a proposed offering of 10 million shares of common stock that could raise up to \$125.7 million. The proceeds would fund station acquisitions, several of which are pending at the FCC, and expand the company's inTV (Infomall TV Network). Some of the proceeds also might be used for debt repayment and general corporate purposes, said Paxson, which trades on the American Stock Exchange.

The registration statement indicates that roughly 25% of the company will be traded publicly when the current offering is complete. It is being underwritten by Smith Barney, PaineWebber, CIBC Woody Gundy and BT Securities Corp. In addition to its television station holdings, which primarily air infomercial and home shopping programming (with the exception of WPBF-TV, the ABC affiliate in West Palm Beach, Fla.), the company owns 18 radio stations. Home Shopping Network co-founder Lowell "Bud" Paxson is chairman/CEO.

—SM

### **KXZZ(AM)-KBIU-FM Lake Charles, La.**

**Price:** \$1.5 million

**Buyer:** Louisiana Media Interests Inc., Dallas (John M. Borders, Don L. Turner, Jerry Goos, principals); owns KYKZ-FM Lake Charles. Borders also owns KGMV(AM)-KGBX-FM Springfield and KGMV-FM Aurora/Springfield, Mo.

**Seller:** Dixie Broadcasters Inc., Lake Charles (Al and Dixie Johnson, son Danny Johnson, owners); no other broadcast interests

**Facilities:** AM: 1580 khz, 1 kw; FM: 103.7 mhz, 100,000 w, 425 ft.

**Formats:** AM: urban; FM: CHR

**Broker:** Sunbelt Media Inc.

### **WSPO(AM)-WSPT(FM) Stevens Point, Wis.**

**Price:** \$1.2 million

**Buyer:** Americus Communications Inc., Stevens Point (Richard L. Muzzy, president/owner); owns WKQH(FM) Marathon, Wis.

**Seller:** Americus Communications #1 LP, Stevens Point (general partners: Continental Broadcasting Inc. [William C. Davis, president] and Richard L. Muzzy); owns WBIZ-AM-FM Eau Claire, Wis.

**Facilities:** AM: 1010 khz, 1 kw day; FM: 97.9 mhz, 51 kw, ant. 340 ft.

**Format:** AM: news/talk; FM: adult contemporary

### **KOBE(AM) Las Cruces-KMVR(FM) Mesilla Park, N.M.**

**Price:** \$700,000

**Buyer:** Edwards Media Ltd. Co., Las Cruces (George E. Riordan, manager/14.28% owner); no other broadcast interests

**Seller:** Rainbow Communications Corp., Colorado Springs (James M. Larkin, president); no other broadcast interests

**Facilities:** AM: 1450 khz, 1 kw; FM: 104.9 mhz, 3 kw, ant. -32 ft.

**Format:** AM: religion, Spanish, news/talk; FM: top 40

**Broker:** Whitley Broadcast Media Inc.

### **WDXR(AM) Paducah, Ky., and WDXR-FM Golconda, Ill.**

**Price:** \$625,000

**Buyer:** Hilltopper Broadcasting Inc., Bowling Green, Ky. (Wes Strader, president/12.4% owner); owns WBGW(AM) Bowling Green-WBLG(FM) Smiths Grove, Ky.

**Seller:** Mason-Dixon Broadcasting Co., Carbondale, Ill. (David J. Emerson, principal); no other broadcast interests

**Facilities:** AM: 1450 khz, 1 kw; FM: 94.3 mhz, 3.1 kw, ant. 449 ft.

**Formats:** AM: news/local, regional, national sports; FM: traditional country

### **WTMN(AM) (formerly WCQL)-WHEB (FM) Portsmouth, N.H., and WCQL-FM York Center, Me.**

**Price:** \$414,000 for stock

**Buyer:** Brothers Randolph H. Knight, St. Thomas, V.I.; Robert A. Knight, Weston, Mass., and N. Scott Knight, Wellesley, Mass. (sons of seller; each will be 9.6% owner after sale). Randolph H. Knight is vice chairman/16% owner, Robert A. Knight is senior VP/16% owner and N. Scott Knight is president/16% owner of Knight Communications Corp., which owns WTMN(AM)-WHEB(FM) Portsmouth, N.H., and WCQL-FM York Center, Maine. Knights also each own 33.3% of company buying WVM(AM) Charlotte Amalie, V.I.; also are buying WGIR-AM-FM Manchester, N.H., and WEZF(FM) Burlington, Vt., and WTAG(AM)-WSRS(FM) Worcester, Mass., from seller Norman Knight, their father.

**Seller:** Norman Knight, Boston (54.8% owner before sale/26% owner after sale). Knight is chair-

man/26% owner of Knight Communications Corp.

**Facilities:** AM: 1380 khz, 1 kw; FM: 100.3 mhz, 31 kw, ant. 161 ft.; WCQL-FM: 95.3 mhz, 1.4 kw, ant. 682 ft.

**Format:** AM: sports/talk; FM: rock 'n' roll; WCQL-FM: oldies

### **WFYC-AM-FM Alma, Mich.**

**Price:** \$393,000

**Buyer:** JACOM Inc., Alma (James P. Sommerville, president/50% owner); no other broadcast interests

**Seller:** Sommerville Broadcasting Inc., Alma (David Sommerville, president); no other broadcast interests

**Facilities:** AM: 1280 khz, 1 kw day, 45 w night; FM: 104.9 mhz, 3 kw, ant. 299 ft.

**Formats:** Both country

### **KVAC(AM)-KLLM-FM Forks, Wash.**

**Price:** \$300,000

**Buyer:** Alco Services Inc., Marysville, Wash. (Al Nearholt, president/owner); no other broadcast interests

**Seller:** ICES' Inc., Forks (Donald E. Ice, president); no other broadcast interests

**Facilities:** AM: 1490 khz, 1 kw; FM: 103.9 mhz, 3 kw, ant. -75 ft.

**Format:** Both country

### **KPAG(AM)-KRQS(FM) Pagosa Springs, Colo.**

**Price:** \$250,000

**Buyer:** Lamar Food Stores Inc., Lamar, Colo. (F.B. Becquet, president/owner); owns KLMR(AM)-KSEC(FM) Lamar and is selling KULY(AM) Ulysses and KFXX-FM Hugoton, Kan.

**Seller:** Rod-Mar Inc., Navarre, Fla. (Robert B. Roddy, principal). Roddy has interest in WKAG-AM-FM Albany, Ga.

**Facilities:** AM: 1400 khz, 1 kw; FM: 106.3 mhz, 160 w, ant. 1,280 ft.

**Formats:** Both country

### **WLIV(AM)-WCSD(FM) Livingston, Tenn.**

**Price:** \$100,000

**Buyer:** Sunny Broadcasting LLC, Livingston (Millard V. Oakley, 80% owner); no other broadcast interests

**Seller:** Larry E. Nunn and Millard V. Oakley (80% owner), Livingston; no other broadcast interests

**Facilities:** AM: 920 khz, 1 kw day; FM: 95.9 mhz, 2.85 kw, ant. 472 ft.

**Formats:** AM: modern country; FM: beautiful music

## **RADIO: FM**

### **KIFM-FM San Diego**

**Price:** \$28.75 million

**Buyer:** Jefferson Pilot Communications Co., Greensboro, N.C. (William E. Blackwell, president); owns KSON-AM-FM San Diego; KKFN(AM)-KYGO-FM Denver and KYGO(AM)-KWMX-FM Lake-

wood, Colo.; WLYF(FM) Miami, WMXJ(FM) Pompano Beach and WAXY(AM) S. Miami, all Fla.; WQXI(AM) Atlanta and WSTR(FM) Smyrna, Ga.; WBT-AM-FM and WBT(TV) Charlotte, N.C.; WCSC-TV Charleston, S.C., and WWT(TV) Richmond, Va.

**Seller:** KIFM Broadcasting LP, San Diego (Bruce Walton, president); no other broadcast interests

**Facilities:** 98.1 mhz, 28 kw, ant. 640 ft.

**Format:** Jazz, new age, new adult contemporary

**Broker:** Star Media Group Inc.

## WZPK(FM) Berlin, N.H.

**Price:** \$1.825 million

**Buyer:** Fuller-Jeffrey Broadcasting Cos. Inc., Granite Bay, Calif. (Robert F. Fuller, president/50.003% owner); owns KVVV(FM) and KLCQ(FM) Healdsburg/Santa Rosa, KSRO(AM) Santa Rosa and KSTE(AM) Rancho Cordova/Sacramento, all Calif.; KKSD(AM)-KJYY(FM) Des Moines; WCYY(FM) and WCYI(FM) Biddeford/Portland, WBLM(FM) Portland and WXBB(FM) Kittery, all Maine, and WOKQ(FM) Dover, N.H.

**Seller:** New England Broadcasting Inc., North Conway, N.H. (debtor-in-possession; Stephen E. Powell, president/45% owner); owns WMOU(AM) Berlin, is buying WZJN(FM) Jackson, N.H. Powell has applied to build FM in Farmington, N.H.

**Facilities:** 103.7 mhz, 22.5 kw, ant. 3,870 ft.

**Format:** Hot adult contemporary

**Broker:** Media Services Group Inc.

## WOFM-FM Mosinee/Wausau, Wis.

**Price:** \$1.45 million

**Buyer:** Midwest Radio Inc., Wausau (Orville N. Heinz, president/51% owner). Heinz owns 8% of WGEE(AM)-WIXX(FM) Green Bay, Wis.

**Sellers:** Mosinee Communications Inc., Wausau (Peggie P. Mallery, president); no other broadcast interests

**Facilities:** 94.7 mhz, 50 kw, ant. 492 ft.

**Format:** Oldies

## WWBE(FM) Mifflinburg, Pa.

**Price:** \$800,000

**Buyer:** Bernstein-98 Inc., Selinsgrove, Pa. (David Bernstein, president/100% joint owner with his wife, VP Susan A. Bernstein). David Bernstein is 79.38% owner of WYGL-AM-FM Selinsgrove/Elizabethville, Pa.; 50% owner of WLGL(FM) Riverside and WHGL-AM-FM Troy/Canton, Pa. Bernsteins are applying to build FM at South Waverly, Pa.

**Seller:** Marnu Inc., Mifflinburg (Pryor E. Neuber Jr., president); owns WWBV(FM) Beaver Springs, Pa.

**Facilities:** 98.3 mhz, 3 kw, ant. 403 ft.

## Format: Country

### WGCT(FM) Ellettsville, Ind.

**Price:** \$675,000

**Buyer:** Broadcasting Management Inc., Indianapolis (Arthur A. Angotti, president/60.52% owner); owns KCOL(AM)-KPAW(FM) Fort Collins, Colo., and WGBD(FM) Attica, WBWB(FM) Bloomington and WAZY(FM) Lafayette, all Ind.

**Seller:** KATIECO Inc., Spencer, Ind. (Katharine Williams, president); no other broadcast interests

**Facilities:** 105.1 mhz, 6 kw, ant. 328 ft.

**Format:** Not on air

### WNDB-FM Ormond-by-the-Sea, Fla.

**Price:** \$530,000

**Buyer:** Root Communications Inc., Daytona Beach, Fla. (James L. Davis, president); owns WNDB(AM) Daytona Beach and WLKF(AM) Lakeland, Fla., and KMVT(TV) Twin Falls, Idaho

**Seller:** Gloria Bell Byrd, Daytona Beach; no other broadcast interests

**Facilities:** 95.7 mhz

**Format:** '70s and more

### KMOU(FM) Roswell, N.M.

**Price:** \$350,000

**Buyer:** Blaze Broadcasting Corp., Roswell (C. Warren Scott, president/

owner). Scott owns 42% of KSFX(FM) Roswell.

**Seller:** Dewey Matthew Runnels, Roswell; owns KRISY(AM) Roswell and has applied to build FM at Carlsbad, N.M.

**Facilities:** 104.7 mhz, 50 kw, ant. 409 ft.

**Format:** Modern country

### WSTD(FM) Standish, Mich.

**Price:** \$311,000

**Buyer:** Amber Broadcasting Co. Inc., Beachwood, Ohio (Jay D. Wachs, president/owner); no other broadcast interests

**Seller:** Agri-Valley Communications Inc., Pigeon, Mich. (Edwin H. Eichler, president); no other broadcast interests

**Facilities:** 96.9 mhz, 3 kw, ant. 328 ft.

**Format:** Adult contemporary

### KEMB(FM) Emmetsburg, Iowa

**Price:** \$300,000

**Buyer:** John and Sara Eisert (spouses), Algona, Iowa; no other broadcast interests

**Seller:** Jacobson Broadcasting Corp., Estherville, Iowa (Roger Jacobson, president). Jacobson is president/owner of KILR-AM-FM Estherville.

**Facilities:** 100.1 mhz, 5 kw, ant. 82 meters

## JOURNAL BROADCAST GROUP, INC.

has acquired

## KKND-AM/KMXZ-FM KKHG-FM

Tucson, Arizona

from

## APOGEE RADIO LIMITED

for

# \$16,000,000

The undersigned acted as exclusive broker in this transaction and assisted in the negotiations.



# Kalil & Co., Inc.

3444 North Country Club Tucson, Arizona 85716 (520) 795-1050

**Format:** Adult contemporary

**WTWL(FM) McKinnon, Tenn.**

**Price:** \$200,000

**Buyer:** WENK Broadcast Group Inc., Union City, Tenn. (Terry L. Hailey, president/20% owner); also owns WWKF-FM Fulton, Ky., and WENK-AM Union City and WTPR-AM-WAKQ-FM Paris, Tenn.

**Seller:** Cumberland Radio Partners Inc., Clarksville, Tenn. (Hank Bonecutter, president); owns WJZM(AM) Clarksville

**Facilities:** 101.5 mhz, 790 w, ant. 607 ft.

**Format:** Country

**KOYN(FM) Paris, Tex.**

**Price:** \$160,000

**Buyer:** Bobby J. and Jan L. Floyd, Paris (joint owners); no other broadcast interests

**Seller:** Glada M. Chase, Paris; no other broadcast interests

**Facilities:** 93.9 mhz, 50 kw, ant. 492 ft.

**Format:** Country

**WVSZ(FM) Chesterfield, S.C.**

**Price:** \$142,500

**Buyer:** Our Three Sons Broadcasting, Rock Hill, S.C. (Manning Kimmel IV and Allen M. Miller, general partners); has interests in WRHI(AM) Rock Hill and WRHM(FM) Lancaster, S.C.; has applied to build AMs in Chesterfield and Lancaster

**Seller:** D, D and D Broadcasters of Chesterfield (Albert William DeHope III, president); owns WCRE(AM) Cheraw, S.C.

**Facilities:** 107.3 mhz, 3 kw, ant. 328 ft.

**Format:** Not on air

## RADIO: AM

**KEYH(AM) Houston**

**Price:** \$1.2 million

**Buyer:** El Dorado Communications Inc., Los Angeles (Thomas H. Castro, president/45% owner); owns KMQA(FM) West Covina, Calif., and KXTJ(FM) Beaumont and KQOK(FM) Galveston, Tex.

**Seller:** Arlite Broadcasting Co. Inc., Houston (David M. Best, principal); no other broadcast interests

**Facilities:** 850 khz, 10 kw day

**Format:** Spanish

**KGGR(AM) Dallas**

**Price:** \$1.15 million

**Buyer:** Mortenson Broadcasting Co. of Texas Inc., Lexington, Ky. (Jack Mortenson, president/owner); owns WGBR(AM) Baltimore and 98% of WCGW(AM) Nicholasville-WJMM-FM Versailles, Ky.; WHLO(AM) Akron and WTOF-FM Canton, Ohio, and WEMM(FM), Huntington, W.Va. Jack Mortenson owns 51% of WLou(AM) Louisville, Ky.

**Seller:** Faith Broadcasting LP, Houston (Anthony R. Chase, principal); owns KLBG(AM) Alexandria, La.; KYOK(AM) Houston and KALO(AM)-KHYS(FM) Port Arthur, Tex.

**Facilities:** 1040 khz, 1 kw day

**Format:** Religion, talk, black

**KZSJ(AM) (formerly KSJI) San Martin, Calif.**

**Price:** \$450,000

**Buyer:** Amador S. Bustos, El Dorado Hills, Calif.; 72.15% joint owner with wife Rosalie L. of Z Spanish Radio Network Inc. Z operates La Zeta radio network, owns KZLZ(FM) Kearny and KZNO(FM) Nogales, Ariz.; KZSF(FM) Alameda, KHOT(AM)-KZFO(FM) Madera, KZSA(FM) Placerville and KZWC(FM) Walnut Creek, Calif.; is buying KZBA(FM) Shafter and KSUV-FM McFarland, Calif.; and has LMA with KZMS(FM) Patterson, Calif. Amador Bustos has applied to build FM at Longmont, Colo., and owns 20% of company that has applied to build FM at Sacramento, Calif.

**Seller:** Jeffrey N. Eustis, Stanford, Calif.; selling construction permit for WTOR(AM) Youngstown, N.Y. (see next item)

**Facilities:** 1120 khz, 5 kw d, 150 w n

**Format:** Spanish

**CP for WTOR(AM) Youngstown, N.Y.**

**Price:** \$409,000 (less land cost)

**Buyer:** Birach Broadcasting Corp., Southfield, Mich. (Sima Birach, president/owner); owns WNWJ(AM) Pocomoke City/Brinklow and WWTL(AM) Walkersville, Md.; WNZK(AM) Dearborn Heights, Mich., and WWCS(AM) Canonsburg, Pa.

**Seller:** Multinat Inc., Stanford, Calif. (Jeffrey N. Eustis, owner). Eustis is selling KZSJ(AM) San Martin, Calif. (see preceeding item)

**Facilities:** 770 khz, 5 kw day

**KAFY(AM) Bakersfield, Calif.**

**Price:** \$250,000

**Buyer:** Hispanic Media Group Inc., Miami (Amancio V. Suarez, president/75% owner); no other broadcast interests

**Seller:** Randell Parker, Arvin, Calif. (trustee)

**Facilities:** 970 khz, 1 kw day, 5 kw night

**Format:** Spanish

**WXTL(AM) Jacksonville Beach, Fla.**

**and CP for AM at Baldwin, Fla.**

**Price:** \$240,000

**Buyer:** McEntee Broadcasting of Florida Inc., West Palm Beach, Fla. (William J. McEntee Jr., president/60% owner/president of seller). William McEntee owns KCUV(AM)

Englewood, Colo., and WCEE(TV) Mount Vernon, Ill.

**Seller:** Sudbrink Broadcasting Co. of Jacksonville, West Palm Beach (William J. McEntee Jr., president)

**Facilities:** 1010 khz, 10 kw day

**Format:** Religious

**WKGA(AM) Zion, Ill.**

**Price:** \$215,000

**Buyer:** Lotus Communications Corp., Los Angeles (Howard A. Kalmenson, president); owns KEKO(FM) Green Valley and KTKT(AM)-KLPX(FM) Tucson, Ariz.; KGST(AM) Fresno, KGST(FM) Auberry, KWKW(AM) Los Angeles, KOXR(AM) Oxnard and KFSD-FM San Diego, all Calif.; WTAQ (AM) La Grange, Ill.; KENO(AM)-KOMP (FM) and KORK(AM)-KXPT(FM) Las Vegas, KHIT-FM, KOZZ-AM-FM and KHIT-FM Reno/Las Vegas and KHIT(AM) Sun Valley, all Nev., and KZEP(FM)-KZDC(AM) San Antonio; is buying KRCV(AM) Reno/Las Vegas

**Seller:** North Shore Broadcasting Group Inc., Gurnee, Ill. (Robert C. Jeffers, president); no other broadcast interests

**Facilities:** 1500 khz, 250 kw day

**Format:** Spanish

**WHIM-AM (formerly WKRI)**

**West Warwick, R.I.**

**Price:** \$200,000

**Buyer:** Providence Broadcasting Inc., Providence, R.I. (Richard Muserlian, president/33.3% owner); no other broadcast interests

**Seller:** D.B.H. Broadcasting Inc., W. Warwick (Roger E. Bouchard, president); no other broadcast interests

**Facilities:** 1450 khz, 1 kw

**Format:** Adult contemporary; big bands of '40s, '50s, '60s; Spanish

**KCPX(AM) Centerville, Utah**

**Price:** \$105,000

**Buyer:** Utah Spanish Radio Corp., Salt Lake City (Filipe Edelmiro Rivera, president/55% owner)

**Seller:** US Radio Group Inc., Philadelphia (Ragan A. Henry, chairman/CEO/50.9% owner); owns KMJX(FM) Conway and KDDK(FM) Jacksonville, Ark.; WRAW(AM)-WRFY-FM Reading, Pa.; WDIA(AM) and WHRK-FM Memphis; KHEY-AM-FM and KPRR(FM) El Paso and KJOJ-FM Freeport/Houston, Tex.; WOWI-FM and WJCD(FM) Norfolk, WSVY (AM) Portsmouth and WQOK(FM) South Boston, all Va.; 40% of WDRZ(FM) Mount Clemens, Mich., and WKKV(FM) Racine, Wis.

**Facilities:** 1600 khz, 5 kw day, 1 kw night

**Format:** Not on air

**Broker:** Spectra Real Estate ■

# Changing Hands

The week's tabulation  
of station sales

## Proposed station trades

by station owners and managers to meet  
does not necessarily reflect the intentions  
involving substantial non-station assets

This week:

TVs \$14,200,000 □ 2  
Combos \$209,140,904 □ 12  
FMs \$75,840,620 □ 17  
AMs \$2,570,413 □ 8  
Total \$301,751,937 □ 39  
So far in 1995:  
TVs \$283,133,010 □ 13  
Combos \$353,924,390 □ 37  
FMs \$172,740,130 □ 40  
AMs \$7,427,412 □ 23  
Total \$817,882,943 □ 113

## TV

**WICU-TV Erie, Pa.**

**Price:** \$11 million

**Buyer:** SJL Communications LP, Montecito, Calif. (George D. Lilly, president); owns KSBY-TV Santa Barbara/Santa Maria/San Luis Obispo, Calif.

# CLOSED:

**KKYD-AM**  
Denver, Co

from

**Kids  
Airwaves, LLC**

to

**Children's  
Broadcasting  
Corp.**

**QUESTCOM**

MEDIA BROKERAGE, INC.

(704) 948-9800

Charlotte, NC • Gaithersburg, MD

**Seller:** Great Lakes Communications Inc., Erie (Priscilla Lamb Schrier, president); no other broadcast interests

**Facilities:** Ch. 12, 316 kw visual, 31.6 kw aural, ant. 1,000 ft.

**Affiliation:** NBC

**Broker:** Wood & Co.

**WFXV(TV) [and low-power WUPN(TV)]  
Utica, N.Y.**

**Price:** \$3.2 million

**Buyer:** Sullivan Broadcasting Co. Inc., Boston (J. Daniel Sullivan, president/CEO); owns WUTV(TV) Buffalo and WUHF(TV) Rochester, N.Y.; WRGT(TV) Dayton, Ohio; WTAT(TV) Charleston, S.C.; WZTV(TV) Nashville; WRLH(TV) Richmond, Va., and WVAH(TV) Charleston, W.Va.; has LMA with WGGT(TV) Greensboro, N.C.

**Sellers:** WFXV: Mohawk Valley Broadcasting Inc., Rome, N.Y. (Kevin O'Kane, 37.5% owner); no other broadcast interests

WUPN: Acme TV Corp., Syracuse, N.Y. (Kevin O'Kane, president); no other broadcast interests

**Facilities:** Ch. 33, 42.7 kw visual, 4.27 kw aural, ant. 646 ft.

**Affiliation:** Fox

## COMBOS

**XETRA-AM-FM Tijuana, Mexico/San Diego; KBCO-AM-FM Boulder/Denver, Colo.; KHOW(AM)-KHHH(FM) Denver; KATZ(AM)-KMJM(FM) St. Louis; KNJZ-FM Alton, Ill./St. Louis; WSPD(AM) Toledo, WRVF-FM Beavercreek/Toledo and WKVS(FM) Toledo, all Ohio**

**Price:** \$152 million cash (merger)

**Buyer:** Jacor Communications Inc., Cincinnati (Randy Michaels, president); also owns KHTS-FM San Diego; KBPI(FM) and KOA(AM)-KRFK(FM), all Denver; KTLK(AM) Thornton/Denver; WGST(AM)-WPCH(FM) Atlanta; WCKY(AM), WOFX(FM) and WLW(AM)-WEBN(FM), all Cincinnati; WWST-FM and WMYU-FM Knoxville, Tenn., and the following Florida stations: WJGR(AM)-WQIK-FM and WZAZ(AM) Jacksonville; WJBT(FM) Green Cove Springs/Jacksonville; WSOL-FM Brunswick, Ga./Jacksonville; WBRD(AM) Palmetto-WDUV(FM) Bradenton/Tampa, and WFLA(AM)-WFLZ(FM) Tampa; has LMA with WGST-FM Atlanta

**Seller:** Noble Broadcast Group Inc., San Diego (John Lynch, CEO; to be vice chairman of Jacor); no other broadcast interests

**Facilities:** XETRA(AM): 690 khz, 50 kw; XETRA-FM: 91.1 mhz, 100 kw, ant. 1,000 ft.; KBCO(AM): 1190 khz, 5 kw day; KBCO-FM: 97.3 mhz, 100 kw, ant., 1,541 ft.; KHOW: 630 khz, 5 kw;

KHHH: 95.7 mhz, 100 kw, ant. 725 ft.; KATZ: 1600 khz, 5 kw; KMJM: 107.7 mhz, 100 kw, ant. 1,027 ft.; KNJZ-FM: 100.3 mhz, 50 kw, ant. 482 ft.; WSPD: 1370 khz, 5 kw; WRVF-FM: 103.9 mhz, 1.15 kw, ant. 522 ft.; WKVS: 92.5 mhz, 50 kw, ant. 480 ft.

**Formats:** XETRA(AM): all sports; XETRA-FM: modern AOR; KBCO-AM-FM: adult AOR; KHOW: talk; KHHH: soft adult contemporary; KATZ: R&B, oldies; KMJM: urban contemporary; KNJZ-FM: new jazzy adult contemporary; WSPD: news/talk; WRVF-FM: new country; WKVS: CHR

**Broker:** Crisler Capital Co.

**KEZX(AM)-KWJZ(FM) Seattle**

**Price:** \$26 million

**Buyer:** Sandusky Newspapers Inc., San Francisco (David Rau, chairman/CEO); owns KIXI(AM) Mercer Island/Seattle and KLSY-FM Bellevue/Seattle, Wash.; KEGF-FM Dallas, and KDKB(FM) Mesa, KUPD-FM Tempe and KUKO(AM) Phoenix, all Ariz.

**Seller:** Park Communications Inc., Lexington, Ky. (Wright M. Thomas, president); owns WNLS(AM)-WTNT(FM) Tallahassee, Fla.; KWLO(AM)-KFMW-FM Waterloo, Iowa; KJJO(AM)-KMJZ(FM) St. Louis Park/Minneapolis, Minn.; WHEN-AM-FM Syracuse, N.Y.; KWJJ-AM-FM Portland, Ore.; WNAX-AM-FM Yankton, S.D.; WDEF-AM-FM Chattanooga, Tenn., and WTVR-AM-FM Richmond, Va.; selling WPAT-AM-FM Paterson, N.J., and WNCT-AM-FM Greenville, N.C.

**Facilities:** AM: 1150 khz, 5 kw; FM: 98.9 mhz, 96,000 w, 1,109 ft.

**Formats:** Both smooth jazz

**Broker:** Ray Stanfield (buyer); Media Venture Partners (seller)

**KAQQ(AM)-KISC(FM) and KNFR(FM)  
Spokane, Wash.**

**Price:** \$8.75 million

**Buyer:** Triathlon Broadcasting Co., San Diego (Norm Feuer, president/CEO; Robert F.X. Sillerman, backer); is buying KEYF-FM Cheney/Spokane, KEYF(AM) and KUDY(AM)-KKZX(FM) Spokane and KTCR(AM) Kennewick-KEGX(FM) Richland, all Wash.; owns KXLK-FM Haysville/Wichita and KFH(AM), KQAM(AM) and KRBB(FM) Wichita, Kan., and KZKX(FM) Seward/Lincoln and KTGL(FM) Beatrice/Lincoln, Neb.; is buying WKSJ(AM) Pritchard/Mobile and WMYC-FM Mobile, Ala.; KVOR(AM)-KSPZ-FM and KTWK(AM) Colorado Springs and KVUU-FM Pueblo/Colorado Springs, Colo.; KXKT(FM) Glenwood, Iowa-KRRK(FM) Bennington/Omaha, Neb., and KIBZ(FM) and KKNB(FM) Lincoln; has option to buy KEYN(FM) Wichita

**Seller:** Silverado Broadcasting Co.,

## Good news, bad news from Fox

News Corp. reported a 2% drop in operating profits, to \$614 million, for the first six months of its fiscal year, ended Dec. 31, on a revenue gain of 11%, to \$5 billion. Fox said gains at the U.S. TV station group and UK newspapers were offset by lower results for filmed entertainment and book and magazine publishing for the period. The company said the Fox network was particularly hard hit by poor ratings in the three months ended Dec. 31, contributing to a 13% drop in operating income for the company's television segment during that quarter. But during the same period, News Corp. said the Fox Station Group had "record profits," despite a softening in advertising demand industrywide.

—SM

Stockton, Calif. (John A. Winkel, president/trustee, Winkel Family Trust; Ronald Miller, owner); owns KCVR(AM)-KWIN(FM) Lodi, KWG(AM) Stockton, KMIX(FM) Tracy and KCDR(AM)-KWNN(FM) Turlock, Calif., and KNFR(FM) Opportunity, Wash.; is buying KOQO(AM) Clovis-KOQO-FM Fresno and KSQR(AM) Sacramento, all Calif. (see next item). Miller also owns KVIO(TV) Eureka, Calif.  
**Facilities:** AM: 590 khz, 5 kw; FM: 98.1 mhz, 94 kw, ant. 2,030 ft.; KNFR: 96.1 mhz, 56 kw, ant. 725 ft.  
**Formats:** KAQQ: MOR; KISC: adult contemporary; KNFR: country  
**Broker:** Sillerman Cos.

**KOQO(AM) Clovis-KOQO-FM Fresno and KSQR(AM) Sacramento, all Calif.**  
**Price:** Payment of \$4.2 million in debts, and stock (merger)  
**Buyer:** Silverado Broadcasting Co., Stockton, Calif. (John A. Winkel, president/trustee, Winkel Family Trust; Ronald Miller, owner); owns KCVR(AM)-KWIN(FM) Lodi, KWG(AM) Stockton, KMIX(FM) Tracy and KCDR(AM)-KWNN(FM) Turlock, Calif., and KNFR(FM) Opportunity, Wash.; is selling KAQQ(AM)-KISC (FM) Spokane, Wash. (see preceding item). Miller also owns KVIO(TV) Eureka, Calif.  
**Seller:** D&V Equinox XX Inc., Beverly Hills, Calif. (Dwight Case, president); no other broadcast interests  
**Facilities:** AM: 790 khz, 5 kw day, 2.5 kw night; FM: 101.9 mhz, 2.25 w, ant. 1,948 ft.; KSQR: 1240 khz, 1 kw  
**Formats:** AM: Spanish, banda, ranchero; FM: Spanish; KSQR: sports

**WJOB(AM) Hammond-WZVN(FM) Lowell/Merrillville, Ind.**  
**Price:** \$5.3 million  
**Buyer:** M&M Broadcasting Inc., Michigan City, Ind. (Thomas McDermott, president/95% owner); owns WCGO(AM) Chicago Heights and WABT(FM) Dundee, Ill., and WIMS(AM) Michigan City and WWJY(FM) Crown Point, Ind.  
**Seller:** Julian Colby, Flossmoor, Ill. (chairman/50% owner); no other

broadcast interests  
**Facilities:** AM: 1230 khz, 1 kw; FM: 107.1 mhz, 1.29 kw, ant. 499 ft.  
**Formats:** AM: news/talk; FM: adult contemporary  
**Broker:** George Jennison  
**KLIZ-AM-FM and KVBR-AM-FM Brainerd, KLLZ-AM-FM Walker, KWAD(AM)-KKWS(FM) Wadena and KNSP(AM) Staples, all Minn.**  
**Price:** \$4.1 million  
**Buyer:** Robert M. Kommerstad, Pasadena, Calif.; no other broadcast interests  
**Seller:** Ingstad Broadcasting Inc., Fargo, N.D. (James D. Ingstad, president); owns KRUU(FM) Boone, KIAQ(FM) Clarion, KKKK(FM) Clear Lake, KGLO (AM)-KIAI-FM Mason City and KTLB-FM Twin Lakes, all Iowa; KYSM-AM-FM Mankato, KNUJ(AM)-KXLP(FM) New Ulm, KRFO-AM-FM Owatonna, KNUJ-FM Sleepy Eye and KNSG(FM) Springfield, all Minn.; and KLXX(AM) Bismarck/Mandan, and KBYZ(FM) and KKC(FM) Bismarck, N.D.; buying KCHA-AM-FM Charles City, KCZQ-FM Creso, KCZE-FM New Hampton and KCZY-FM Osage, all Iowa, and KOWO(AM)-KRUE(FM) Waseca, Minn.; has applied to build FM at Pillager, Minn.  
**Facilities:** KLIZ(AM): 1380 khz, 5 kw; KLLZ-FM: 107.5 mhz, 100 kw, ant. 350 ft.; KVBR(AM): 1340 khz, 1 kw; KVBR-FM: 103.5 mhz, 6 kw, ant. 279 ft.; KLLZ(AM): 1600 khz, 1 kw; KLLZ-FM: 99.1 mhz, 50 kw, ant. 492 ft.; KWAD: 920 khz, 1 kw; KKWS: 105.9 mhz, 100 kw, ant. 564 ft.; KNSP: 1430 khz, 1 kw day, 199 w night  
**Format:** KLIZ(AM): contemporary country, sports, news/talk; KLIZ-FM: classic rock; KVBR(AM): news/talk; KVBR-FM: hot country; KLLZ-AM-FM: classic rock; KWAD: C&W; KKWS: country; KNSP: '50s and '60s  
**Broker:** Chapin Enterprises  
**WACO-AM-FM Waco, Tex.**  
**Price:** \$3.5 million  
**Buyer:** Sonance Communications Inc., College Station, Tex. (William

R. Hicks, president/80% owner); owns KTAU(AM)-KTSR(FM) College Station, KLTU(FM) Harcker Heights, KBRQ(FM) Hillsboro, KIIZ-FM Killeen and KKAM(AM)-KFMX-FM and KRLB(FM) Lubbock, all Tex.; is buying KACY(AM)-KSMB(FM) Lafayette, La., and KCHX(FM) Midland, Tex. Hicks is 25% owner of KCHX and 10% owner of KULF(FM) Brenham, Tex. Hicks will be chairman/95.7% owner of GulfStar Communications Inc., Austin, Tex., into which Sonance is merging. GulfStar owns WJBO(AM)-WFMF(FM) and WYNK-AM-FM Baton Rouge, and KLV(AM)-KYKR-FM Beaumont, KYKS-FM Lufkin, KKKY-FM Orange/Beaumont, KNUE-FM Tyler, KKYR-AM-FM Texarkana and KIXS-FM Victoria, all Tex.; is buying KTYL-FM Tyler and KLB-FM Bloomington/Victoria, Tex.  
**Seller:** SBG Communications Corp., Stamford, Conn. (Gerald Poch, principal); owns WVMX(FM) Stowe, Vt.  
**Facilities:** AM: 1460 khz, 1 kw; FM: 99.9 mhz, 90 kw, ant. 1,660 ft.  
**Format:** Both hit country

**WVFN-AM-WVIC-FM East Lansing/Lansing, Mich.**  
**Price:** \$2 million  
**Buyer:** Jencom Broadcasting, Okeanos, Mich. (James Jensen, president); owns WJIM-AM-FM Lansing  
**Seller:** MSP Communications Inc., Chicago (Jackson Smart, chairman); owns WITL-AM-FM Lansing  
**Facilities:** AM: 750 khz, 500 w day, 50 w night; FM: 94.9 mhz, 50 kw, ant. 492 ft.  
**Formats:** Both CHR  
**Broker:** Blackburn & Co.

**WJLS-AM-FM Beckley, W.Va.**  
**Price:** \$1.5 million for stock  
**Buyer:** Husband and wife William and Lynn O'Brien, Beckley; no other broadcast interests  
**Seller:** Nancy R. Smith, Daniels, W.Va.; no other broadcast interests  
**Facilities:** AM: 560 khz, 5 kw day, 500 w night; FM: 99.5 mhz, 34 kw, ant. 1,050 ft.  
**Formats:** AM: religion; FM: country

**KMVI-AM Wailuku and KMVI-FM Pukalani, Maui, Hawaii**  
**Price:** \$1.25 million  
**Buyer:** C&C Radio License Co., Minneapolis (co-owners Cortland J. Dahl, president; Christopher T. Dahl Jr., VP); no other broadcast interests  
**Seller:** Obie Broadcasting of Maui Inc., Eugene, Ore. (Brian B. Obie, president); no other broadcast interests  
**Facilities:** AM: 550 khz, 5 kw; FM: 98.3 mhz, 50 kw, ant. 102 ft.



**Formats:** AM: adult contemporary, Hawaiian; FM: classic rock

**WGTN(AM) Georgetown and WGTN-FM Andrews/Georgetown, S.C.**

**Price:** \$508,404

**Buyer:** Ling Com Inc., Georgetown (Charles C. Ling, president/owner); no other broadcast interests

**Seller:** Georgetown Broadcasting Co., Washington (G. Cabell Williams III, president). Williams owns WYCB(AM) Washington.

**Facilities:** AM: 1400 khz, 1 kw; FM: 100.9 mhz, 6 kw, ant. 328 ft.

**Formats:** Both adult contemporary

**KLTI(AM) Macon and KDM(AM) Monroe City, Mo.**

**Price:** \$32,500 for stock (\$7,500 for KLTI; \$25,000 for KDM)

**Buyer:** John D. Rothgeb, Keokuk, Iowa (director of seller)

**Seller:** State Central Bank, Keokuk (John D. Rothgeb, director); no other broadcast interests

**Facilities:** KLTI: 1560 khz, 1 kw day; KDM: 106.3 mhz, 3 kw, ant. 302 ft.

**Formats:** Both off air

#### RADIO: FM

**KYCW-FM Seattle**

**Price:** \$26 million

**Buyer:** EZ Communications Inc., Fairfax, Va. (Alan Box, president/CEO); owns KMPS-AM-FM and KZOK-FM Seattle; KRAK-FM, KNCI-FM and KHTK(AM) Sacramento, Calif.; WEZB-FM, WRNO (FM) and WBYU-AM New Orleans; KBEQ-AM-FM Kansas City, Mo.; KSD-AM-FM and KYKY-FM St. Louis; WIOQ-FM and WUSL-FM Philadelphia; WSOC-FM/ WSSS-FM Charlotte, N.C., and WBZZ-FM and WZPT-FM Pittsburgh; is buying KFKF-FM Kansas City, Kan.

**Seller:** Infinity Broadcasting Corp., N.Y. (Mel Karmazin, president); owns WZGC-FM Atlanta; WJFK-AM-WLIF-FM Baltimore/Washington; WBCN-FM and WZLX-FM Boston; WUSN-FM and WJJD-AM-WJMX-FM Chicago; KDMM-AM-KVIL-FM, KLVU-FM and KYNG(FM) Dallas; KSNN(FM) Arlington/Dallas, Tex.; WYCD(FM), WOMC-FM and WXYT-AM, all Detroit; KXYZ-AM Houston; WFAN-AM and WZRC-AM-WXRK-FM New York; WYSP-FM and WIP-AM Philadelphia; KOKE-FM San Jose/San Francisco, Calif.; KFRC-AM-FM and KYCY(FM), San Francisco; WQYK-AM-FM Tampa/St. Petersburg, Fla.; WPGC-AM-FM and WJFK-FM Washington, and producer/distributor Westwood One Inc.

**Facilities:** 96.5 mhz, 100 kw, ant. 1,223 ft.

**Format:** Young country

## CapCities/ABC lookin' good in 4Q

Capital Cities/ABC turned in what analysts say was a solid financial performance for fourth quarter 1995 and the full year. Net revenue for the year was up 8% over 1994, with broadcasting operations up 9%. Operating income for the year (including the costs of its pending merger with Disney) was down 1%, to \$1,231,156,000. Excluding merger costs, operating income was up 7% companywide and up 8% for broadcast operations. The company said ABC Television revenue and operating profit for the year were up "moderately," while station revenue was up only "slightly," with a slight decline in operating profit, reflecting softer advertising demand in the second half of the year and the lack of political advertising in the fourth quarter. The company said revenue and profits at ESPN were up significantly, while revenue from radio operations was up moderately and profits were up "significantly."

—SM

**KFSD-FM San Diego**

**Price:** \$23 million

**Buyer:** Nationwide Communications, Columbus, Ohio (Steve Berger, president); owns KVVY(FM) Mesa/Phoenix, Ariz.; WOMX-FM Orlando, Fla.; WPOC(FM) Baltimore; KXNO(AM) North Las Vegas and KLUC-FM Las Vegas; WGAR-FM Cleveland; WCOL-AM-FM and WNCI(FM) Columbus; KDMX(FM) Dallas and KHM(FM) Houston, and KISW(FM) Seattle

**Seller:** Lotus Communications Corp., L.A. (Howard A. Kalmenson, president); owns KEKO(FM) Green Valley

and KTKT(AM)-KLPX(FM) Tucson, Ariz.; KGST(AM) Fresno, KGST(FM) Auberry, KWKW(AM) Los Angeles and KOXR(AM) Oxnard, all Calif.; WTAQ(AM) La Grange, Ill.; KENO(AM)-KOMP(FM) and KORK(AM)-KXPT(FM) Las Vegas; KHIT-FM, KOZZ-AM-FM and KHIT-FM Reno/Las Vegas; KHIT(AM) Sun Valley, Nev., and KZEP(FM)-KZDC(AM) San Antonio; is buying KRCV(AM) Reno/Las Vegas and WKGA(AM) Zion, Ill.

**Facilities:** 94.1 mhz, 100 kw, ant. 640 ft.

**Format:** Classical

**Broker:** Gary Stevens & Co.

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## **WROQ(FM) Anderson/Greenville/ Spartanburg, S.C.**

**Price:** \$14 million

**Buyer:** Multi-Market Radio Inc., Springfield, Mass. (Michael G. Ferrell, president/2.28% owner; Robert F.X. Sillerman, 15.18% nonvoting owner); owns KOLL(FM) Maumelle/Little Rock, Ark.; WPKX(FM) Enfield and WPLR(FM) New Haven, Conn.; WGNE-AM-FM Titusville/Daytona Beach, Fla.; WRKR-FM August and WKBG(FM) Martinez/Augusta, Ga.; WHMP-AM-FM Northampton and WKPX-FM Springfield, Mass.; WMJY(FM) Biloxi and WKNN-FM Pascagoula/Biloxi, Miss.; WRXR-FM Aiken and WYAK-FM Surfside Beach/Myrtle Beach, S.C.; is buying WHCN(FM), WMRQ(FM) and WPOP-AM Hartford, Conn.; WGNA-AM-FM, WPYX (FM) and WTRY-AM Albany, N.Y.; WSNE (FM), WHJY(FM) and WHJJ-AM Providence, R.I.; KNUZ(AM)-KQUE(FM) Houston, and WMXB(FM) Richmond, Va.; is selling WRSF(FM) Columbia, N.C.; has LMA with WYBC-FM New Haven. Sillerman is executive chairman/53.2% owner of SFX Broadcasting Inc.

**Seller:** ABS Communications Inc., Richmond, Va. (Kenneth A. Brown, chairman/president); owns WKHK(FM) Colonial Heights, WKIK(FM) Crewe and WBZU-FM Richmond, all Va.  
**Facilities:** 101.1 mhz, 100 kw, ant. 988 ft.

**Format:** Classic rock

**Broker:** Blackburn & Co.

## **WXTZ(FM) Noblesville, Ind.**

**Price:** \$4 million

**Buyer:** Panache Broadcasting LP, Bala Cynwyd, Pa. (Charles D. Schwartz, president); owns WTLC-AM-FM Indianapolis; selling WWDB(FM) Philadelphia.

**Seller:** Weiss Communications Inc., Indianapolis (Mary B. Weiss, principal); no other broadcast interests  
**Facilities:** 93.9 mhz

**Format:** Not on air

**Broker:** Binford Miles Rodgers & Associates LLC

## **WCCQ(FM) Crest Hill/Joliet, Ill.**

**Price:** \$2.7 million

**Buyer:** TKO Broadcasting LLC, Chicago (Scott Krusinski, president); no other broadcast interests

**Seller:** CHB Venture, Chicago (Bob Channick, president); no other broadcast interests

**Facilities:** 98.3 mhz, 3,000 w, ant. 300 ft.

**Format:** Country

**Broker:** Media Venture Partners

## **KTNT-FM Edmond/Oklahoma City, Okla.**

**Price:** \$2.65 million

**Buyer:** Caribou Communications Co., Denver (J. Kent Nichols, president/CEO); owns KATT-FM and KYIS-FM Oklahoma City. Caribou is owned by CAT Communications Inc., Denver (58%) and Desert Communications III Inc., Chicago (42%)

**Seller:** Life Broadcasting Inc., Oklahoma City (Porter Davis, president/owner); no other broadcast interests

**Facilities:** 97.9 mhz, 6 kw, ant. 399 ft.

**Format:** Contemporary jazz, new age

**Broker:** Kalil & Co.

## **KMXB-FM Orem/Salt Lake City, Utah**

**Price:** \$1.438 million

**Buyer:** Monarch Broadcasting Inc., Salt Lake City (Richard D. Rees, president/33.4% owner)

**Seller:** Wolf Communications LLC, Salt Lake City (Steve Marriot, partner); no other broadcast interests

**Facilities:** 107.5 mhz, 45 kw, ant. 2,850 ft.

**Format:** Adult contemporary

## **WHLX-FM Bethlehem/Wheeling, W.Va.**

**Price:** \$800,000

**Buyer:** Osborn Communications Corp., Greenwich, Conn. (Frank D. Osborn, president/CEO); also owns WWVA(AM)-WOVK(FM) Wheeling; WOLZ-FM Fort Myers, Fla.; is half-owner of WRWX-FM San Carlos Park, Fla.; is buying KNAX-FM and KRBT-FM Fresno, Calif., and WKII-AM Solana and WEEJ (FM) Port Charlotte, Fla., and is selling WJSU-TV Anniston, Ala.; WWRD-FM Jacksonville, Fla./Brunswick, Ga.; WFKS-FM Palatka, Fla., and WNDR(AM)-WNTQ(FM) Syracuse, N.Y.

**Seller:** Bethlehem Radio Inc., Wheeling (Neil B. Fondas, principal); no other broadcast interests

**Facilities:** 105.5 mhz, 2.7 kw, ant. 313 ft.

**Format:** Easy listening

## **WKBE(FM) Warrensburg, N.Y.**

**Price:** \$625,000

**Buyer:** Bendat Communications and Broadcasting Inc., Schenectady, N.Y. (co-owners/brother and sister Paul N. Bendat, president; Laura Ann Machlin, secretary); owns WABY (AM)-WKLI(FM) Albany and WUTQ(AM)-WOUR(FM) Utica, N.Y. Bendat will be 50% owner of DOT Communications Inc., which is buying WABY(AM) and WEMX(AM) Ravena, N.Y.

**Seller:** Karamatt Broadcasting Inc., Queensbury, N.Y. (Katherine W. DeSantis, president); no other broadcast interests

**Facilities:** 100.5 mhz, 185 w, ant. 1,312 ft.

**Format:** Adult contemporary, '80s and '90s

## **WONO(FM) Walterboro, S.C.**

**Price:** \$285,000

**Buyer:** Hess Communications LLC, Columbia, S.C. (co-owners Karl Hess, president; Jane F. Hess, VP); no other broadcast interests

**Seller:** Greene Communication Co. of S.C. Inc., Walterboro (Daniel Greene Jr., president/CEO); no other broadcast interests

**Facilities:** 93.7 mhz, 6 kw, ant. 345 ft.

**Format:** Country, sports

**Broker:** Gordon Rice Associates

## **KYKC(FM) Byng, Okla.**

**Price:** \$215,000 (\$30,000 to Steve O'Neal, \$185,000 in debt assumption)

**Buyer:** Ron Ricord (father of seller Rhonda Ricord; before sale owns 200 shares; after sale owns 340), Exter Pruitt, Ada, Okla., and Jack Eldridge, Stratford, Okla. (before sale owns 0 shares, after sale owns 330)

**Seller:** Rhonda Ricord, Tulsa, Okla. (before sale owns 600 shares; after sale owns 0) and Steve O'Neal, Ada (before sale owns 200 shares; after sale owns 0)

**Facilities:** 100.1 mhz, 50 kw, ant. 492 ft.

**Format:** Country

## **Construction permit for KWQJ(FM)**

### **Anchorage**

**Price:** \$35,000

**Buyer:** Chester P. Coleman, San Francisco; owns KABN(AM) Long Island, KADX(FM) and KEEN(FM) Houston/Palmer, all Alaska; and 50% of KKIS(AM) Concord, Calif.

**Seller:** A.A. Radio Partners LP, Anchorage (Jimmy Taylor, principal); no other broadcast interests

**Facilities:** Not available

## **KMQX(FM) Springtown and KYQX(FM) Weatherford, Tex.**

**Price:** \$33,000

**Buyer:** Sister Sherry Lynn Foundation Inc., Marlow, Okla. (Sherry Lynn Austin, president/33.3% owner); has applied to build FMs in Sulphur and Norman, Okla.

**Seller:** Springtown Educational Broadcasting Foundation, Sunray, Tex. (Wes Yeager Jr., president). Yeager owns KSEY-AM-FM Seymour, Tex.

**Facilities:** Not available

**Format:** Not available

## **CP for KXPX(FM) Stillwater, Okla.**

**Price:** \$25,000

**Buyer:** Frank Anderson Gentry Jr., Tulsa, Okla.; owns KGFY-FM Stillwater  
**Seller:** Patrick G. Walters, Tulsa; owns

20% of KPNC-FM Ponca City, Okla.

**Facilities:** 98.1 mhz

**KZPI(FM) Deming, N.M.**

**Price:** \$16,000

**Buyer:** Lonnie M., Kenneth P. and Doris E. Horton, Silver City, N.M.

**Seller:** Bradley S. Barrett, Deming

**Facilities:** Not available

**Format:** Not available

**CP for KKWM(FM) Winfield, Kan.**

**Price:** \$15,620

**Buyer:** Great Scott Communications Inc., Winfield (Donald A. Wiechman, president/owner); owns KSOK(AM) Arkansas City-KSOK-FM Winfield, Kan.

**Seller:** Valu-Broadcasting Inc., Emporia, Kan. (Lea Firestone, principal); owns KVOE-AM-FM, KFFX-FM Emporia

**Facilities:** 95.9 mhz, 50 kw, ant. 492 ft.

**CP for FM at Mill Hall, Pa.**

**Price:** \$3,000

**Buyer:** Dolphin Broadcasting Inc., Cape Canaveral, Fla. (John A. Kennedy Jr., president/owner/son of seller). Kennedy owns LPTV at Vero Beach, Fla.

**Seller:** Jane E. Kennedy, Merritt Island, Fla.; no other broadcast interests

**Facilities:** 98.7 mhz

## RADIO: AM

**WKYN(AM) (formerly WBND)**

**Florence, Ky.**

**Price:** \$1.3 million

**Buyer:** Chancellor Corp., Dallas (Steve Dinetz, president/CEO/owner); owns KFBK(AM)-KGBY-FM and KHYL-FM Sacramento, Calif.; KMEN(AM)-KGGI-FM San Bernardino/Riverside, Calif.; WOCL-FM De Land/Orlando, Fla.; KDWB-FM, KTCZ-FM and KTCJ-AM Minneapolis; WALK-AM-FM Pat-chogue/Long Island, N.Y., and WUBE-AM-FM and WYGY-FM Cincinnati; is buying Shamrock Broadcasting Inc.'s KMLE-FM Chandler/Phoenix, Ariz.; KLAC(AM)-KZLA-FM Los Angeles; KABL-AM and KNEW(AM) Oakland, Calif./San Francisco; KBGG-FM and KSN-FM San Francisco; KXKL-AM-FM Denver and KZDG(FM) Greeley/Denver, Colo.; WFOX-FM Gainesville/Atlanta, Ga.; KFAN(AM)-KEEY-FM St. Paul/Minneapolis; WHTZ-FM Newark, N.J./New York, and WWSW-AM-FM Pittsburgh; is selling WDFN(AM)-www-FM Detroit and KTBZ(FM) Lake Jackson/Houston, Tex.

**Seller:** Twenty-First Century Media, Florence (Joseph J. Schildmeyer, principal); 45% owner, WNKR(FM) Williamstown, Ky.

**Facilities:** 1160 khz, 1 kw day

**Format:** Country

**KQTL(AM) Sahuarita, Ariz.**

**Price:** \$700,000

**Buyer:** CIMA Broadcasting LLC, Tucson, Ariz. (25% owners: Jorge B. Gamez, Ernesto V. Portillo, Diego A. Valenzuela, Raul B. Gamez); no other broadcast interests

**Seller:** El Saguarito Broadcasting Co. Inc., Tucson (Ernesto V. Portillo, principal); no other broadcast interests

**Facilities:** 1210 khz, 10 kw day, 1 kw night

**Format:** Spanish

**WCNX(AM) Middletown, Conn.**

**Price:** \$320,000

**Buyer:** Crossroads Communications LLC, Norwalk, Conn. (Donald E. De-Cesare, president/owner); no other broadcast interests

**Seller:** Radio Middletown Inc., North Adams, Mass. (Corydon L. Thurston, president). Thurston owns 7.14% of WNAW(AM)-WMNB-FM North Adams and WSBS(AM) Great Barrington, Mass.

**Facilities:** 1150 khz, 2.5 kw day, 46 w night

**Format:** News/talk, traffic/transportation information

**WZMC(AM) Colonial Heights, Tenn.**

**Price:** \$80,000 plus \$10,000

in advertising

**Buyer:** Appalachian Educational Communication Corp., Bristol, Tenn. (Kenneth C. Hill, president/11.11% owner); owns WHCB(FM) Bristol and WKCV(AM) Kingsport, Tenn.; has applied to build FMs at Murrell's Inlet, S.C., and Beaufort, N.C.

**Seller:** Milligan College, Milligan College, Tenn. (Marshall J. Leggett, president); no other broadcast interests

**Facilities:** 870 khz, 10 kw day

**Format:** News

**KUIK(AM) Hillsboro, Ore.**

**Price:** \$50,000 stock redemption

**Buyer:** Donald L. McCoun, Hillsboro;

no other broadcast interests

**Seller:** Kenneth N. McCoun Jr., Hillsboro (41% owner); no other broadcast interests

**Facilities:** 1360 khz, 5 kw

**Format:** News/talk

**WKIZ(AM) Key West, Fla.**

**Price:** \$50,000

**Buyer:** PolarComm Corp., Evergreen, Colo. (husband and wife David Drucker, president/87.5% owner; Penny Drucker, VP). David Drucker owns KDMD(TV) Anchorage and 50% of KRRU(AM) Pueblo and KXRE(AM) Manitau Springs, Colo.; has interest in KDEN(TV) Longmont, Colo., and WEYS-TV Key West. Penny Drucker is 87.5% owner of WEYS-TV.

**Seller:** Cibachrome Specialists of Florida Inc., Key West; owns WEOW (FM) Key West

**Facilities:** 1500 khz, 250 w

**Format:** Oldies

**KSWD(AM) Seward, Alaska**

**Price:** \$35,413

**Buyer:** Glacier Communications Inc., Chugiak, Alaska (William M. Holzheimer, president/owner)

**Seller:** White Falcon Communications Inc., Portland, Ore. (Paul Wonder, owner); no other broadcast interests

**Facilities:** 950 khz, 1 kw

**Format:** Oldies

**KCPL(AM) Olympia, Wash.**

**Price:** \$35,000

**Buyer:** Spencer Broadcasting, Hoquiam, Wash. (Brian P. Spencer, general partner/60% owner); owns KJET(AM)-KGHO(FM) Hoquiam

**Seller:** National Communications Inc., Minneapolis (Donald G. McNeely, president). McNeely also is president of KOSO Inc., which owns KOSO(FM) Patterson, Calif.

**Facilities:** 920 khz, 5 kw day, 500 w night

**Format:** Classic hits

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Co-Chief Operating Officers

*has agreed to acquire*

# Noble Broadcast Group, Inc.

John T. Lynch, Chief Executive Officer

*in a transaction valued at*

## \$152,000,000

*The undersigned initiated this transaction and  
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December 1, 1995

### **FULLER-JEFFREY** BROADCASTING COMPANIES, INC.

has acquired

#### **WXBB (FM)**

[Kittery, Maine]

Portsmouth/Dover/Rochester, New Hampshire  
from

### **BEAR BROADCASTING COMPANY**

The undersigned initiated the above, assisted in the  
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## Broadcasting

leigh, all N.C.; WSIX-FM and WYHY-FM Nashville; KODA-FM and KNUZ(AM)-KQUE-FM Houston, and KTCK(AM) and KRDL(AM) Dallas; is buying WHFS(FM) Annapolis, Md./Baltimore/Washington; WQSI(AM) Frederick, Md./Washington; WXTR-FM Waldorf, Md./Washington; WXVR(FM) Washington; WBAB(FM) Babylon/Long Island-WGBB(AM) Freeport/Long Island, WHFM(FM) Southampton/Long Island, WBLI(FM) Patchogue/Long Island, all N.Y. SFX also owns Texas State Networks; has option to purchase WHSL(FM) (formerly WFXF) High Point/Greensboro, N.C., and has joint sales agreements with WJDX-FM and WSTZ(FM) Jackson, Miss.

**Seller:** Prism Radio Partners LP, Tucson (Bill Phalen, president/CEO); no other broadcast interests

**Facilities:** KCEE: 940 khz, 5 kw day, 1 kw night; KWFM: 92.9 mhz, 90 kw, ant. 2,037 ft.; KNST: 790 khz, 5 kw day, 500 w night; KRQQ: 93.7 mhz, 91 kw, ant. 2,030 ft.; WOKV: 600 khz, 50 kw day, 10 w night; WKQL: 96.9 mhz, 98 kw, ant. 1,014 ft.; WIVY: 102.9 mhz, 100 kw, ant. 984 ft.; WPDQ: 690 khz, 5 kw day, 5.4 kw night; KNSS: 1240 khz, 630 kw; KKRQ: 107.3 mhz, 100 kw, ant. 884 ft.; KRZZ: 96.3 mhz, 50 kw, ant. 492 ft.; WWKY: 790 khz, 5 kw day, 1 kw night; WVEZ: 106.9 mhz, 24.5 kw, ant. 670 ft.; WTFX: 100.5 mhz, 37.4 kw, ant. 554 ft.; WZZU: 93.9 mhz, 100 kw, ant. 1,269 ft.; WDCG: 105.1 mhz, 100 kw, ant. 1,141 ft.

**Formats:** KCEE-KWFM: oldies; KNST: news/talk, sports; KRQQ: CHR, top 40; WOKV: nostalgia; WKQL: oldies; WIVY: adult contemporary; WPDQ: news/talk, sports; KNSS: news/talk; KKRQ: CHR; KRZZ-FM: AOR; WWKY: talk; WVEZ: adult contemporary; WTFX: rock; WZZU: classic rock; WDCG: CHR

**Broker:** J.P. Morgan

#### **KOOL-AM-FM Phoenix**

**Price:** \$35 million (\$28 million for FM, \$7 million for AM and other assets)

**Buyer:** Colfax Communications Inc., Minneapolis (L. Steven Goldstein, president); owns WBOB(FM) and KQQL(FM) Minneapolis/St. Paul, and WGMS(FM), WBIG(FM) and WTEM(AM) Washington

**Seller:** Par Broadcasting Co., San Diego (Steve Jacobs, president); also owns KKLQ-AM-FM and KOGO (AM) San Diego and KIOZ-FM Oceanside, Calif.; is buying KCBQ-AM-FM San Diego, KFNS(AM) Wood River, Ill.-St. Louis and KEZK-FM St. Louis; and is

donating KGMG(AM) San Diego to Palomar College, San Marcos, Calif.  
**Facilities:** AM: 960 khz, 5 kw; FM: 94.5 mhz, 100 kw, ant. 1,655 ft.  
**Format:** Both oldies  
**Broker:** Kalil & Co.

## KWJJ-AM-FM Portland

**Price:** \$35 million

**Buyer:** Fisher Broadcasting Inc., Seattle (Patrick M. Scott, president/CEO); owns KATU(TV) Portland; KRKX-FM-KYYA(FM)-KBLG(AM) Billings, KAAR-FM-KQUY(FM)-KXTL(AM) Butte, KDXT-FM-KGRZ(AM) Missoula and KAAK-FM-KXGF(AM) Great Falls, all Mont., and KYSN-FM East Wenatchee, KXAA-FM Rock Island and KOMO-TV-AM, KVI(AM) and KPLZ-FM Seattle, all Wash.; is buying KWWX (AM) Wenatchee-KWWW-FM Quincy, Wash.

**Seller:** Park Communications Inc., Lexington, Ky. (Wright M. Thomas, president); owns WNLS(AM)-WTNT(FM) Tallahassee, Fla.; KWLO(AM)-KFMW-FM Waterloo, Iowa; KJJO(AM)-KMJZ(FM) St. Louis Park/Minneapolis, Minn.; WHEN-AM-FM Syracuse, N.Y.; KWJJ-AM-FM Portland, Ore.; WNAX-AM-FM Yankton, S.D.; WDEF-AM-FM Chattanooga, Tenn., and WTVR-AM-FM Richmond, Va.; is selling WPAT-AM-FM Paterson, N.J., WNCT-AM-FM Greenville, N.C., and KEZX(AM)-KWJZ(FM) Seattle

**Facilities:** AM: 1080 khz, 50 kw day, 10 kw night; FM: 99.5 mhz, 50 kw, ant. 1,266 ft.

**Formats:** both country

**Broker:** Media Venture Partners

## KMVK(FM) Benton/Little Rock, Ark.; KSSN(FM) Little Rock; KZSN(AM) Wichita, Kan.; KZSN-FM Hutchinson, Kan./Wichita

**Price:** \$24.5 million cash and stock

**Buyer:** Triathlon Broadcasting Co., San Diego (Norm Feuer, president/CEO; Robert F.X. Sillerman, backer); owns KXLK-FM Haysville/Wichita and KFH(AM), KQAM(AM) and KRBB(FM) Wichita, Kan., and KZKX(FM) Seward/Lincoln and KTGL(FM) Beatrice/Lincoln, Neb.; is buying WKSJ(AM) Pritchard and WMYC-FM Mobile, Ala.; KVOR(AM)-KSPZ-FM and KTWK(AM) Colorado Springs and KVVU-FM Pueblo/Colorado Springs, Colo.; KXKT(FM) Glenwood, Iowa-KRRK(FM) Bennington/Omaha, Neb.; KIBZ(FM) and KKNB(FM) Lincoln; KEYF-FM Cheney/Spokane, KEYF(AM), KUDY(AM)-KKZX(FM), KAAQ(AM)-KISC(FM) and KNFR(AM) Spokane and KTCR(AM) Kennewick-KEGX(FM) Richland, all Wash.; has option to buy KEYN(FM) Wichita

**Seller:** Southern Skies Corp., Little Rock (Jerry Atchley, president/CEO); no other broadcast interests

**Facilities:** KMVK: 106.7 mhz, 16 kw, ant. 866 ft.; KSSN: 95.7 mhz, 92 kw, ant. 1,663 ft.; KZSN(AM): 1480 khz, 5 kw day, 1 kw night; KZSN-FM: 102.1 mhz, 100 kw, ant. 1,032 ft.

**Formats:** All country

**Brokers:** Sillerman Cos. (buyer); Star Media Group Inc. (seller)

## KYBG(AM) Aurora/Denver and KNRX(FM) (formerly KYBG-FM) Castle Rock, Colo.

**Price:** \$7.7 million

**Buyer:** EXCL Holdings Inc., San Jose (Athena Marks, president/CEO); owns KBRG(FM) Fremont, KLOK-AM San Jose-KLOK-FM Greenfield and KVRG-AM Soledad-KVRG-FM Seaside, all Calif.

**Seller:** Century Denver Broadcasting LP, Chicago (George A. Collias, Anthony C. Karlos, limited partners); has interest in WPNT-FM Chicago and company with LMA with KQKS-FM Longmont, Colo.

**Facilities:** AM: 1090 khz, 50 kw day, 500 w night; FM: 92.1 mhz, 30 w, ant. 627 ft.

**Formats:** AM: news/talk, sports; FM: news/talk

## RADIO: FM

### WLQT(FM) Kettering/Dayton and WDOL(FM) Englewood/Dayton, Ohio

**Price:** \$12 million

**Buyer:** Palm Beach Radio Broadcasting Inc., West Palm Beach, Fla. (Gary Hess, VP/20% owner; Macfadden Holdings LP, 80% owner); owns WPBZ(FM) Indiantown, Fla.; is buying WHLG(FM) Jensen Beach and WSTU(AM) Stuart, Fla., and WBLK(FM) Depew/Buffalo, N.Y. Hess owns 25% of WTAI(AM)-WAOA(FM) Melbourne, Fla.; Macfadden has no other broadcast interests.

**Seller:** Regent Communications Inc., Covington, Ky. (Terry S. Jacobs, president/CEO); owns WHKW-FM Corydon, Ind./Louisville; KUDL-FM Kansas City, Kan.; WDJX-FM, WHKW(AM) (formerly WRES) and WFIA(AM) Louisville,

Ky.; KMXV(FM) Kansas City, Mo.; KSNE-FM and KFMS-FM Las Vegas and KKDD(AM) (formerly KFMS) North Las Vegas, and KALL(AM) and KODJ(FM) Salt Lake City and KKAT(FM) Ogden/Salt Lake City, Utah; is buying WEZL(FM) and WXLV(FM) Charleston, S.C.

**Facilities:** WLQT(FM): 99.9 mhz, 50 kw, ant. 500 ft.; WDOL(FM): 94.5 mhz, 6 kw, ant. 328 ft.

**Formats:** WLQT(FM): adult contemporary; WDOL(FM): oldies

**Broker:** Media Venture Partners

## WFXK-FM Tarboro/Raleigh/Durham, N.C.

**Price:** \$5.9 million

**Buyer:** Pinnacle Broadcasting Co. Inc., Dallas (Edward J. Ferreri, president); owns WDUR(AM)-WFXC-FM Raleigh/Durham; WSOY-AM-FM Decatur, Ill.; WYNG-FM Evansville, Ind.; WRNS-AM-FM Kinston/Greenville/New Bern and WDLX-AM-WERO-FM (formerly WRRF(AM)-WDLX-FM) Washington, all N.C.; WYAV-FM Conway/Myrtle Beach, S.C., and KLLL-AM-FM Lubbock, Tex.; is buying WRNN-FM Murrell's Inlet/Myrtle Beach, S.C.

**Seller:** Osborn Communications Corp., Greenwich, Conn. (Frank D. Osborn, president/CEO); owns WOLZ-FM Fort Myers, Fla., and WWVA(AM)-WOVK(FM) Wheeling, W. Va.; is half-owner of WRWX-FM San Carlos Park, Fla.; is buying KNAX-FM and KRBT-FM Fresno, Calif., WKII(AM) Solana and WEEJ(FM) Port Charlotte, Fla., and WHLX-FM Bethlehem/Wheeling, W. Va.; is selling WJSU-TV Anniston, Ala., WWRD-FM Jacksonville, Fla./Brunswick, Ga., WFKS-FM Palatka, Fla., and WNDR(AM)-WNTQ(FM) Syracuse, N.Y.

**Facilities:** 104.3 mhz, 100 kw, ant. 987 ft.

**Format:** Adult contemporary, urban

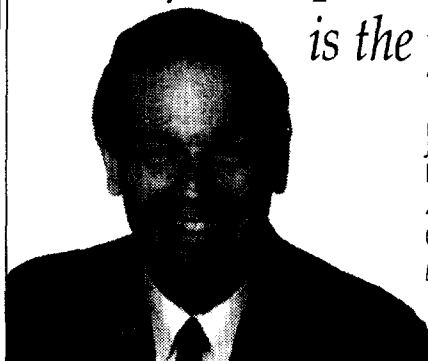
**Broker:** Star Media Group Inc.

## KOLL(FM) Maumelle/Little Rock, Ark.

**Price:** \$4 million

**Buyer:** Triathlon Broadcasting Co.

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 is the person **we deliver.**



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ASSOCIATION.**

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Photography by Michael Manheim

## Broadcasting

(see "Combo" item, above)

**Seller:** Multi-Market Radio Inc., Springfield, Mass. (Michael G. Ferrell, president/2.28% owner; Robert F.X. Sillerman, 15.18% nonvoting owner); owns WPKX(FM) Enfield and WPLR(FM) New Haven, Conn.; WGNE-AM-FM Titusville/Daytona Beach, Fla.; WRKR-FM August and WKBG(FM) Martinez/Augusta, Ga.; WHMP-AM-FM Northampton and WKPX-FM Springfield, Mass.; WMJY(FM) Biloxi and WKNN-FM Pascagoula/Biloxi, Miss.; WRXR-FM Aiken and WYAK-FM Surfside Beach/Myrtle Beach, S.C.; is buying WHCN(FM), WMRQ(FM) and WPOP-AM Hartford, Conn.; WGNA-AM-FM, WPYX (FM) and WTRY-AM Albany, N.Y.; WSNE(FM), WHJY(FM) and WHJJ-AM Providence, R.I., WROQ(FM) Anderson/Greenville/Spartanburg, S.C., and WMXB(FM) Richmond, Va.; is selling WRSF(FM) Columbia, N.C.; has LMA with WYBC-FM New Haven. Sillerman is executive chairman/53.2% owner of SFX Broadcasting Inc. (see "Combo" item, above)  
**Facilities:** 94.9 mhz, 96 kw, ant. 1,843 ft.

**Format:** Oldies

**WLRO(FM) (formerly WMCQ-FM)**  
**Richmond, Ky.**

**Price:** \$2.048 million (\$2 million for assets; remainder for noncompetition agreement)

**Buyer:** Clark Enterprises Inc., Bethesda, Md. (Michael L. Douglass, principal); owns WGO(FM) Midway, Ga.; WLTO(FM) Nicholasville, Ky.; WCEI-AM-FM Easton, Md.; WCYK-AM-FM Crozet, WINF(AM)-WBGT-FM and WVAO-FM Staunton and WVAO(AM) Waynesboro, all Va.

**Seller:** WCBR Radio Inc., Richmond (George W. Robbins, president); owns WCBR(AM) Richmond  
**Facilities:** 101.7 mhz, 6 kw, ant. 300 ft.

**Format:** '50s and '60s oldies

### RADIO: AM

**KVEG(AM) North Las Vegas**

**Price:** \$1.8 million

**Buyer:** Allen Shaw, Winston-Salem, N.C., president; Shaw is president/CEO/owner, Crescent Communications LP, which owns KFBI (FM) and KMZQ(FM) Las Vegas; KSOL (FM) and KYLD(FM) San Francisco and KYLZ(FM) Santa Cruz, Calif., and KOLT(FM) Santa Fe and KRZY(AM)-KRST(FM) Albuquerque, N.M.

**Seller:** Jerry Kutner, Las Vegas; no other broadcast interests  
**Facilities:** 840 khz, 50 kw day, 25 kw night

**Format:** Sports/talk

**Brokers:** Force Communications & Consultants LLC; Broadcasting Asset Management Corp.

**WEEF(AM) Highland Park, Ill.**

**Price:** \$835,000

**Buyer:** Leveton Communications Inc., Chicago (Howard Leveton, president/owner); no other broadcast interests

**Seller:** Winston AM Radio Inc., Highland Park (Gordon Winston, president); no other broadcast interests

**Facilities:** 1430 khz, 1 kw day, 29 w night

**Format:** Italian, Greek

**KISA(AM) Honolulu**

**Price:** \$200,000

**Buyer:** James Swinerton, San Francisco; no other broadcast interests

**Seller:** Manayan Ventures Inc., Honolulu (Rick C. Manayan, president); no other broadcast interests

**Facilities:** 1540 khz, 5 kw day

**Format:** Filipino-American, adult contemporary, contemporary hit

**Broker:** Randolph E. George

**KGEZ(AM) Kalispell, Mont.**

**Price:** \$198,000

**Buyer:** Michael J. Stocklin, Dallas I. Herron and Charles Lee, Kalispell; no other broadcast interests

**Seller:** C.M. "Cliff" Anzjon and M.A. "Matt" Himsl, Kalispell (before sale each 33.3% owner; after sale 0% owner); no other broadcast interests

**Facilities:** 600 khz, 5 kw day, 1 kw night

**Format:** Oldies

### Errata

A deal was incorrectly reported in the Feb. 5 "Changing Hands." Latin Communications Group Inc., New York (Peter Davidson, president/CEO) is acquiring 80% of EXCL Holdings Inc., which owns KBRG(FM) Fremont, KLOK(AM) San Jose-KLOK-FM Greenfield and KVRG(AM) Soledad-KVRG-FM Seaside, all Calif. EXCL currently is 51% owned by Estelle Gonzales-Walgreen, San Jose. Latin Communications Group is paying \$15 million for her share plus minority stockholders' shares that add up to 80% of EXCL's equity. The \$5,113,261 reported on Feb. 5 is being paid to various shareholders as part of the deal.

■ ■ ■

The broker in the \$800,000 sale of WWBE(FM) Mifflinburg, Pa. ("Changing Hands," Feb. 5) was Hickman Associates.

# Changing Hands

The week's tabulation  
of station sales

## Proposed station trades

By dollar volume and number of sales  
does not include mergers or combinations  
involving substantial ownership stakes

This week:

TVs \$30,567,500 #2  
Combs \$11,254,250 #13  
FMs \$42,116,400 #6  
AMs \$1,461,000 #4  
Total \$182,321,568 #27

So far in 1996:

TVs \$313,790,518 #15  
Combs \$68,441,097 #55  
FMs \$238,782,130 #52  
AMs \$11,911,412 #31  
Total \$1,254,312,250 #153

## TV

**WSTR-TV Cincinnati and KSMO-TV  
Kansas City, Mo.**

**Price:** \$20 million (\$11 million for  
WSTR-TV; \$9 million for KSMO-TV)

**Buyer:** Sinclair Broadcast Group Inc.,  
Baltimore (David D. Smith, president/

24.51% owner); owns WTTQ(TV) Birm-  
ingham, Ala.; WBFF(TV) Baltimore;  
WSMH(TV) Flint, Mich.; WLFL(TV) Ral-  
eigh, N.C.; WPGH-TV Pittsburgh; WTTE  
(TV) Columbus, Ohio; WCGV-TV Mil-  
waukee, and WTVZ-TV Norfolk, Va.  
Smith also is 25% owner of WIIJ (TV)  
Bloomington, Ind., and 18.75%  
owner of WTTA(TV) St. Petersburg, Fla.

**Seller:** ABRY Holdings Inc., Boston  
(Royce Yudkoff, president/owner);  
owns WUTV(TV) Buffalo and WUHF(TV)  
Rochester, N.Y.; WXLV-TV Winston-  
Salem, N.C.; WRGT-TV Dayton, Ohio;  
WTAT-TV Charleston, S.C.; WZTV(TV)  
Nashville; WRLH-TV Richmond, Va.,  
and WVAH-TV Charleston, W.Va.

**Facilities:** WSTR-TV: ch. 64, 1,150 kw  
visual, 20 kw aural, ant. 941 ft.;  
KSMO-TV: ch. 62, 2,190 kw visual, 219  
kw aural, ant. 1,115 ft.

**Affiliations:** Both UPN

**WBSG-TV Brunswick, Ga./  
Jacksonville, Fla.**

**Price:** \$10,567,500

**Buyer:** Allbritton Communications  
Co., Washington (through parent  
Perpetual Corp.) (Robert L. Allbrit-  
ton, executive VP/COO); also owns  
KATV(TV) Little Rock, Ark.; KTUL(TV)  
Tulsa, Okla.; WCIV-TV Charleston,  
S.C.; WSET-TV Lynchburg-Roanoke,  
Va.; WJLA-TV Washington; and News-  
Channel 8 cable channel, Washing-  
ton; is buying WJSU-TV Anniston and  
WCFT-TV Tuscaloosa, Ala., and WHTM-  
TV Harrisburg/Lancaster/Lebanon/  
York, Pa.

**Seller:** Coastal Com Inc., St. Simons  
Island, Ga. (L.G. Wright, principal);  
no other broadcast interests

**Facilities:** Ch. 21, 2,636 kw visual,  
ant. 1,020 ft.

**Affiliation:** WB Network, to be ABC

## COMBOS

**WQAM(AM) Miami-WKIS-FM Boca  
Raton/Miami, Fla.**

**Price:** \$57 million

**Buyer:** Beasley Broadcast Group, Na-  
ples, Fla. (George Beasley, presi-  
dent); owns KAAY(AM) Little Rock,  
Ark.; WWCN(AM)-WRXK(FM) and WXKB  
(FM) Fort Myers and WPOW(FM) Miami,  
Fla.; WGAC(AM)-WGOR(FM) Augusta,  
Ga., and WAJY(FM) New Ellenton,  
S.C./ Augusta; WEQR(FM) Goldsboro  
and WSFL(FM) New Bern, N.C.; WTEL  
(AM)-WXTU(FM) and WDAS-AM-FM Phila-  
delphia, and WKML(FM) Fayetteville,  
WTSB(AM) Lumberton and WDSC(AM)-  
WEGX(FM) Dillon, all S.C.; is buying  
WNCT-AM-FM Greenville, N.C.; is sell-  
ing WJHM(FM) Orlando (see item,  
below)

**Seller:** Sunshine Wireless Co. Inc.,

Miami (Dan Cohen, president); owns  
WJQI-AM-FM and WFOG-FM Norfolk, Va.

**Facilities:** AM: 560 khz, 5 kw day, 1  
kw night; FM: 99.9 mhz, 100 kw, ant.  
986 ft.

**Formats:** AM: sports; FM: country

**Brokers:** Star Media Group Inc.

(buyer); Gary Stevens & Co. (seller)

**WOOD-AM-FM and WBCT-FM  
Grand Rapids, Mich.**

**Price:** \$42.25 million cash

**Buyer:** Clear Channel Communica-  
tions Inc., San Antonio (L. Lowry  
Mays, president/CEO); owns WPMI  
(TV) Mobile, Ala./Pensacola, Fla.;  
KTUU-TV Tucson, Ariz.; KLRT(TV) Little  
Rock, Ark.; WAVZ(AM)-WXCI(FM) and  
WELI(AM) New Haven, Conn.; WHYI-FM  
and WBGG-FM Fort Lauderdale/Miami,  
WAWs(TV) Jacksonville and WMTX-AM-  
FM and WRBQ-AM-FM Tampa, all Fla.;  
KSAS-TV Wichita, Kan.; WHAS-WAMZ(FM)  
Louisville, Ky.; WQUE-AM-FM and  
WYLD-AM-FM New Orleans; WFTC(TV)  
Minneapolis; WXXA-TV Albany, N.Y.;  
WERE (AM)-WNCX(FM) Cleveland;  
KTOK(AM)-KJYO(FM) and KEBC(FM)  
Oklahoma City and KOKI-TV and  
KAKC(AM)-KMOD-FM Tulsa, Okla.;  
WHP(TV) Harrisburg, Pa.; WPTY-TV  
Memphis; KPEZ (FM) Austin, KMJQ(FM),  
KBXX(FM) and KPRC(AM) Houston,  
KSEV(AM) Tomball/ Houston and  
WOAI(AM)-KAJA(FM), KTKR(AM) and  
KOXT(FM) San Antonio, all Tex., and  
WRVA (AM)-WRVQ(FM) and WRVH(AM)-  
WRXL (FM) Richmond, Va.

**Seller:** Wood Radio LP, Grand  
Rapids (Bruce H. Holberg, president/  
general partner); no other broadcast  
interests

**Facilities:** AM: 1300 khz, 5 kw; FM:  
105.7 mhz, 265 kw, ant. 810 ft.; WBCT-  
FM: 93.7 mhz, 320 kw, ant. 781 ft.

**Formats:** AM: full-service adult con-  
temporary; FM: easy listening; WBCT-  
FM: country

**Broker:** Kalil & Co. Inc.

**KHAR(AM)-KBRJ(FM) Anchorage, KJNO  
(AM)-KTKU(FM) Juneau, KTKN(AM)-  
KGTW(FM) Ketchikan and KIFW(AM)-  
KSBZ(FM) Sitka, all Alaska**

**Price:** \$3.5 million (of which \$3.3 mil-  
lion is assumption of debt)

**Buyer:** Steven L. Rhyner, Juneau; no  
other broadcast interests

**Seller:** Media Ltd., Juneau (E. Roy  
Paschal, general partner); no other  
broadcast interests

**Facilities:** KHAR: 590 khz, 5 kw; KBRJ:  
104.1 mhz, 55 kw, ant. 62 ft.; KJNO:  
630 khz, 5 kw day, 1 kw night; KTKU:  
105.1 mhz, 3.84 kw, ant. -1,057 ft.;  
KTKN: 930 khz, 5 kw day, 1 kw night;  
KGTW: 106.7 mhz, 4 kw, ant. -308 ft.;  
KIFW: 1230 khz, 1 kw; KSBZ: 103.1



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mhz, 3 kw, ant. 144 ft.

**Format:** KHAR: MOR, easy listening; KBRJ: hot country; KJNO: adult contemporary; KTKU: CHR; KTKN: MOR, info; KGTW: classic rock; KIFW: MOR, oldies, news/talk; KSBZ: classic rock, contemporary hits

**WNLS(AM)-WTNT-FM Tallahassee, Fla.**

**Price:** \$3.5 million

**Buyer:** WTNT Inc. (R. Sanders Hickey, president). Hickey owns WTKX-FM Pensacola, Fla.

**Seller:** Park Communications Inc. Lexington, Ky. (Wright M. Thomas, president); owns WNLS(AM)-WTNT(FM) Tallahassee, Fla.; KWLO(AM)-KFMW-FM Waterloo, Iowa; KJJO(AM)-KMJZ(FM) St. Louis Park/Minneapolis, Minn.; WHEN-AM-FM Syracuse, N.Y.; WNAX-AM-FM Yankton, S.D.; WDEF-AM-FM Chattanooga, Tenn., and WTVR-AM-FM Richmond, Va.; is selling WPAT-AM-FM Paterson, N.J./N.Y.; WNCT-AM-FM Greenville, N.C.; KWJJ-AM-FM Portland, Ore., and KEZX(AM)-KWJZ(FM) Seattle

**Facilities:** AM: 1270 khz, 5 kw; FM: 94.9 mhz, 100 kw, ant. 840 ft.

**Formats:** AM: news/talk; FM: country  
**Broker:** Media Venture Partners

**WZRX(AM)-WSTZ-FM Jackson/Vicksburg, Miss.**

**Price:** \$3.5 million

**Buyer:** Multi-Market Radio Inc., Springfield, Mass. (Michael G. Ferrell, president/2.28% owner; Robert F.X. Sillerman, 15.18% nonvoting owner); owns WPKX(FM) Enfield and WPLR(FM) New Haven, Conn.; WGNE-AM-FM Titusville/Daytona Beach, Fla.; WRKR-FM Augusta and WKBG(FM) Martinez/Augusta, Ga.; WHMP-AM-FM Northampton and WKPX-FM Springfield, Mass.; WMJY(FM) Biloxi and WKNN-FM Pascagoula/Biloxi, Miss.; WRXR-FM Aiken and WYAK-FM Surfside Beach/Myrtle Beach, S.C.; is buying WHCN(FM), WMRO(FM) and WPOP(AM) Hartford, Conn.; WGNA-AM-FM, WPYX(FM) and WTRY-AM Albany, N.Y.; WSNE(FM), WHJY(FM) and WHJJ-AM Providence, R.I.; WROQ(FM) Anderson/Greenville/Spartanburg, S.C., and WMBX(FM) Richmond, Va.; is selling KOLL(FM) Maumelle/Little Rock, Ark., and WRSF(FM) Columbia, N.C.; has LMA with WYBC-FM New Haven, Conn. Sillerman is executive chairman/53.2% owner of SFX Broadcasting Inc.

**Seller:** Lewis Broadcasting Corp., Savannah, Ga. (J.C. Lewis Ford, principal); owns WJCL-TV-FM Savannah and WLTZ-TV Columbus, Ga., and WLTX-TV Columbia, S.C.

**Facilities:** AM: 1590 khz, 5 kw day, 1 kw night; FM: 106.7 mhz, 100 kw, ant. 1,365 ft.

**Formats:** AM: blues & soul; FM: AOR

**WKWK-AM-FM Wheeling, W.Va.**

**Price:** \$2.65 million

**Buyer:** Osborn Communications Corp., Greenwich, Conn. (Frank D. Osborn, president/CEO); owns WOLZ-FM Fort Myers, Fla., and WWVA(AM)-WOVK(FM) Wheeling, W. Va.; is half-owner of WRWX-FM San Carlos Park, Fla.; is buying WHLX-FM Bethlehem/Wheeling, W. Va., KNAX-FM and KRBT-FM Fresno, Calif., and WKII-AM Solana and WEEJ(FM) Port Charlotte, Fla.; is selling WJSU-TV Anniston, Ala., WWRD-FM Jacksonville, Fla./Brunswick, Ga., WFKS-FM Palatka, Fla., WNDR(AM)-WNTQ(FM) Syracuse, N.Y., and WFXK-FM Tarboro/Raleigh/Durham, N.C.

**Seller:** WKWK Radio Inc., Peoria, Ill. (James Glassman, president/50% owner). Glassman owns WIRL(AM)-WWST(FM) Peoria, WTAO(FM) Carbondale and WZNF(FM) Champaign, Ill.

**Facilities:** AM: 1400 khz, 1 kw; FM: 97.3 mhz, 50 kw, ant. 470 ft.

**Format:** AM: sports/info; FM: adult contemporary

**KQFN(AM) (formerly KQWB) West Fargo/Fargo, N.D.-KQWB-FM Moorhead, Minn./Fargo**

**Price:** \$2 million

**Buyer:** Ingstad Broadcasting Inc., Fargo, N.D. (James D. Ingstad, president); owns KRUU(FM) Boone, KIAQ(FM) Clarion, KLKK(FM) Clear Lake, KGLO(AM)-KIAI-FM Mason City and KTLB-FM Twin Lakes, all Iowa; KYSM-AM-FM Mankato, KNUJ(AM)-KXLP(FM) New Ulm, KRFO-AM-FM Owatonna, KNUJ-FM Sleepy Eye and KNSG(FM) Springfield, all Minn.; and KLXX(AM) Bismarck/Mandan and KBYZ(FM) and KKCT(FM) Bismarck, N.D.; is buying KCHA-AM-FM Charles City, KCZQ-FM Cresco, KCZE-FM New Hampton and

KCZY-FM Osage, all Iowa, and KOWO(AM)-KRUE(FM) Waseca, Minn.; is selling KLIZ-AM-FM and KVBR-AM-FM Brainerd, KLLZ-AM-FM Walker, KWAD-AM-KKWS(FM) Wadena and KNSP(AM) Staples, all Minn.; has applied to build FM at Pillager, Minn.

**Seller:** Brill Media Co. Inc., Evansville, Ind. (Alan R. Brill, president); owns WEBC(AM)-WAVC-FM and KLXK(FM) Duluth, Minn. Alan Brill also owns KUAD-FM Windsor, Colo.; WOMI(AM)-WBKR-FM Owensboro, Ky.; KLIK(AM)-KTTY-FM Jefferson City/Columbia and KATI-FM California, all Mo., and WIOV-AM Reading-WIOV-FM Ephrata/Lancaster, Pa.; *Morning Sun* daily newspaper in Mt. Pleasant and Alma, Mich., and has applied to build FM at Evansville, Ind.

**Facilities:** AM: 1550 khz, 10 kw day, 5 kw night; FM: 98.7 mhz, 100 kw, ant. 460 ft.

**Formats:** AM: oldies, talk; FM: classic rock

**Broker:** Blackburn & Co.

**KPLY(AM)-KQNV(FM) (formerly KNDE) Sparks/Reno and KZAK(FM) Incline Village/Reno, Nev.**

**Price:** \$1.9 million cash

**Buyer:** Americom, Los Angeles (Tom Quinn, general partner), owns KODS(FM) Carnelian Bay, Calif./Reno; is buying KRZQ-FM Reno

**Seller:** New World Enterprises Inc., Reno (Duane Hoover president); no other broadcast interests

**Facilities:** AM: 1270 khz, 5 kw; KQNV: FM: 100.9 mhz, 2.9 kw, ant. 203 ft.; KZAK: 100.1 mhz, 760 w., ant. 2,955 ft.

**Formats:** AM: news/sports; KQNV: hot AC; KZAK: AOR

**Broker:** Media Services Group Inc.

**KLTF(AM)-KFML(FM) Little Falls, Minn.**

**Price:** \$705,568 (\$220,000 for stock; remainder for noncompetition agreement)

Media Properties Partnership,

an Alabama partnership

has agreed to sell the assets of

**KACY-AM / KSMB-FM**

Lafayette, LA

to

Powell Broadcasting Company, Inc.

**QUESTCOM**

MEDIA BROKERAGE, INC.

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**Buyer:** Jack and Merry Jo Hansen (jointly) and Steve and Heidel Van Slooten (jointly), Little Falls. Hansens own 75% of WYRQ(AM) Little Falls; Van Slootens own 25%.

**Seller:** John H. Lemme, Jean H. Lemme and Mark J. Lemme, Little Falls; no other broadcast interests

**Facilities:** AM: 960 khz, 5 kw day, 35 w night; FM: 94.1 mhz, 3 kw, ant. 275 ft.

**Formats:** AM: adult contemporary, country, news/talk; FM: Best of Yesterday & Today

**WRAD(AM)-WRIQ(FM) Radford, Va.**

**Price:** \$550,000

**Buyer:** Travis Broadcasting LLC, Christiansburg, Va. (spouses Karen Travis, president, and Robert Travis, VP, 82% owners). Traveses each own 50% of WFNR(AM) Blacksburg, WNRV(AM) Narrows and WBNK(FM) Christiansburg, all Va.

**Seller:** WRAD Broadcasting Co. (owned by Wooster Republican Printing Co.), Alliance, Ohio (G. Charles Dix II, principal). Wooster owns WOGK(FM) Ocala, Fla.; WTBO (AM)-WKGO(FM) Cumberland, Md.; KULR-TV Billings and KFBB-TV Great Falls, Mont., and WKVX(AM)-WQKT(FM) Wooster, Ohio

**Facilities:** AM: 1460 khz, 5 kw day, 500 w night; FM: 101.7 mhz, 3 kw, ant. 66 ft.

**Formats:** Both C&W

**WNXT-AM-FM Portsmouth, Ohio**

**Price:** \$477,500

**Buyer:** Hometown Broadcasting of Portsmouth Inc., Greenup, Ky. (Philip Bruce Leslie, president/32% owner). Leslie owns 37.1% of WRNZ (FM) Lancaster and WHIR-AM-FM Danville, Ky., and 32% of WLGC-AM-FM Greenup.

**Seller:** STARadio Corp. Radio Stations, Kankakee, Ill. (Jack W. Whitley, president); owns WKAN(AM)-WLRT(FM) Kankakee and KMON-AM-FM and KLFM(FM) Great Falls, Mont.

**Facilities:** AM: 1260 khz, 5 kw day, 1 kw night; FM: 99.3 mhz, 2.25 kw, ant. 536 ft.

**Formats:** AM: country; FM: classic rock

**Brokers:** Henson Media Inc.; Media Venture Partners

**KFAR(AM)-KWLF(FM) Fairbanks, Alaska**

**Price:** \$250,000 for stock

**Buyer:** Louis F. DeLong, Fairbanks. DeLong is CEO/33.3% owner of Borealis Broadcasting Inc., which owns KFAR(AM)-KWLF(FM) and KSUA

(FM) College/Fairbanks, Alaska  
**Seller:** Estates of Edward A. Merdes and Bill Walley, Fairbanks (each 33.3% owners); no other broadcast interests

**Facilities:** AM: 660 khz, 10 kw; FM: 98.1 mhz, 25 kw, ant. -7 ft.

**Formats:** AM: news/talk; FM: CHR

**50% of KLNT-AM-KCLN-FM Clinton, Iowa**

**Price:** \$200,000

**Buyer:** K&K Broadcasting Inc., Clinton (Jack E. Kauffman, president/25% owner); no other broadcast interests

**Seller:** K to Z Ltd., Lancaster, Wis.

(Jack E. Kauffman and James Zimmermann, co-owners); owns WGLR-AM-FM Lancaster

**Facilities:** AM: 1390 khz, 1 kw day, 91 w night; FM: 97.7 mhz, 3 kw, ant. 300 ft.

**Formats:** AM: '40s, '50s, '60s, big band; FM: adult contemporary

## FM

**Frequency of WAMO-FM Pittsburgh**

**Price:** \$10 million and buyer's license for 106.7 frequency of mhz wxdx(FM) Beaver Falls, Pa., in exchange for license for frequency of WAMO-FM and \$10 million like-kind property

**Buyer:** Secret Communications LP, Cincinnati (limited partner Frank E. Wood; general partners Broadcast Alchemy LP, Northbrook, Ill. [William N. Lane III, investor], and Booth Broadcasting Inc., Detroit); owns WDVE(FM) Pittsburgh; KMJI(AM) Sacramento and KSFM(FM) Woodland, Calif.; KALC(FM) and KIMN(FM) Denver; WNDE(AM)-WRZX(FM) and WFBQ(FM) Indianapolis; WMXD(FM) and WJLB(FM) Detroit, and WWWE(AM)-WLTF(FM) Cleveland. Note: Secret will keep wxdx's call letters, employees, studio and format.

**Seller:** Sheridan Broadcasting Corp., Pittsburgh (Ronald R. Davenport Sr., chairman/joint owner with Judith M. Davenport); owns WYJZ(AM) Pittsburgh and WUFO(AM) Amherst/Buffalo, N.Y.; has interest in company applying to build FM at Richmond, Va. Note: Sheridan will keep WAMO-FM's call letters, employees, studio and format.

**Facilities:** WAMO-FM: 105.9 mhz, 72 kw, ant. 440 ft.

**Formats:** WAMO-FM: urban contemporary

**KBZR(FM) [formerly KAZR(FM)]**

**Coolidge (to be Gilbert), Ariz.**

**Price:** \$7.35 million

**Buyer:** NPR Phoenix LLC (Scott Fey, president; Jerry Clifton, COO).

## CLEAR CHANNEL

has acquired

## WOOD-AM/FM WBCT-FM

Grand Rapids, Michigan  
from

## BRUCE HOLBERG

for

**\$42,000,000**

The undersigned acted as exclusive broker  
in this transaction and assisted in the negotiations.



# Kalil & Co., Inc.

3444 North Country Club Tucson, Arizona 85716 (520) 795-1050



## Broadcasting

Clifton owns KBLZ(FM) Honolulu.

**Seller:** Rainbow Broadcasting Inc., Scottsdale, Ariz. (C. Jayson Brentlinger Jr., principal); no other broadcast interests

**Facilities:** 103.9 mhz, 3 kw, ant. 300 ft.  
**Format:** CHR

**WJHM-FM Daytona Beach/Orlando, Fla.**

**Price:** \$21.3 million

**Buyer:** OmniAmerica Group, Cleveland (Carl E. Hirsch, chairman/CEO); owns WXXL-FM Orlando; WAPE-FM and WFYV-FM Jacksonville, and WEAT-AM-FM and WOLL-FM West Palm Beach, all Fla., and WMJI-FM, WHK-AM and WMMS-FM Cleveland

**Seller:** Beasley Broadcast Group, Naples, Fla. (George Beasley, president); for holdings see WQAM-AM-WKIS-FM Miami item, above  
**Facilities:** 101.9 mhz, 28 kw, ant. 1,584 ft.

**Format:** Urban contemporary  
**Broker:** Star Media Group Inc.

**WOWW-FM Pensacola, Fla.**

**Price:** \$2.6 million

**Buyer:** Southern Broadcasting, Tallahassee (Paul Stone, president); owns WTKX-FM Pensacola, WSNL(FM) Tallahassee and WPAP(FM) and WPBH(FM) Panama City, Fla.

**Seller:** SunGroup Inc., Indianapolis (John W. Bidinger, president); owns KMJJ(FM) Shreveport, La.; KKSS(FM) Albuquerque, N.M., and KEAN-AM-FM Abeline, KKYS(FM) Bryan and KYKX(FM) Long View, all Tex.  
**Facilities:** 107.3 mhz, 1000 kw, ant. 1,407 ft.

**Format:** Country  
**Broker:** Media Venture Partners; William R. Rice Co.

**KBQQ(FM) Minot, N.D.**

**Price:** \$260,000

**Buyer:** Reiten Broadcasting Inc., Minot (spouses Chester and Joy Reiten, president and secretary/treasurer, respectively, each 47.5% owners); no other broadcast interests

**Seller:** Kitten Radio Inc., Minot (Justin D. Hoberg, president/owner); owns KTYN(AM) Minot. Hoberg also owns KNOX(AM)-KJKJ(FM) Grand Forks, N.D., and has LMA with KOHT(FM) Grand Forks.

**Facilities:** 99.9 mhz, 100 kw, ant. 500 ft.

**Format:** Oldies, rock, classic rock

**Construction permit for WDCM(FM) Cruz Bay, V.I.**

**Price:** \$225,000

**Buyer:** Knight V.I. Radio Corp., St. Thomas, V.I. (Randolph H. Knight, president/33.3% owner). Randolph Knight has interest in proposed

buyer of WWI(AM) Charlotte Amalie, V.I., and interest in WCQL-FM York Center, Maine; WTAG(AM)-WSRS(FM) Worcester, Mass.; WGIR-AM-FM Manchester and WTMN(AM)-WHEB(FM) Portsmouth, N.H., and WEZF(FM) Burlington, Vt.

**Seller:** Jersey Shore Broadcasting Corp., Manahawkin, N.J. (Joseph J. Knox Jr., principal); owns WJRZ-FM Manahawkin and WJRZ(AM) Toms River, N.J.

**Facilities:** 92.3 mhz, 48 kw, ant. 1,302 ft.

**Broker:** Media Services Group Inc.

**WYBR(FM) Big Rapids, Mich.**

**Price:** \$225,000

**Buyer:** KMF Communications Inc., Greenville, Mich. (Jeffrey T. Kortess, president/25% owner). Kortess also is 50% owner of WPLB(AM) Greenville-WPLB-FM Lakeview, Mich.

**Seller:** Chickering Associates Inc., Ludington, Mich. (John E. Chickering, president); owns WKLA-AM-FM Ludington, WKZC-FM Scottville and WMTE-AM Manistee, all Mich., and has applied to build FM at Reed City, Mich.

**Facilities:** 102.3 mhz, 10.5 kw, ant. 436 ft.

**Format:** Hot adult contemporary

**KVLE-FM Gunnison, Colo.**

**Price:** \$150,000

**Buyer:** E. Terrill Weiss, Madison, Miss., has applied to build TV at Destin, Fla.

**Seller:** High Country Communications Inc., Gunnison (J.D. Brown president). Brown owns KPGE(AM)-KXAZ (FM) Page, Ariz.

**Facilities:** 102.3 mhz, 3 kw, ant. 200 ft.

**Format:** Contemporary country

### AM

**WGSO(AM) New Orleans**

**Price:** \$576,000

**Buyer:** New Orleans Publishing Group Inc., Metairie, La. (William M.

Metcalfe Jr., president); no other broadcast interests

**Seller:** Phase II Broadcasting Inc., Metairie (Edward J. Muniz, principal); owns WTKL(FM) New Orleans and WLTS(FM) Slidell, La.

**Facilities:** 990 khz, 1 kw day, 400 w night

**Format:** News

**Broker:** Chapin Enterprises

**KEXS(AM) Excelsior Springs, Mo.**

**Price:** \$550,000

**Buyer:** Jeffco Television Corp., Kansas City, Mo. (Willie A. Williams, president/55.56% owner); no other broadcast interests

**Seller:** Crossway Communication Inc., Excelsior Springs (Gary Babb, president); no other broadcast interests

**Facilities:** 1090 khz, 1 kw

**Format:** Christian country

**WFAB(AM) Ceiba, P.R.**

**Price:** \$175,000

**Buyer:** Southwestern Broadcasting Corp., San Juan, P.R. (Pedro Roman Collazo, president/owner); owns WRAI(AM) San Juan

**Seller:** Aerco Broadcasting Corp., San Juan (Angel E. Roman, president); owns WRWR-TV and WQBS-AM San Juan

**Facilities:** 890 khz, 250 w

**Format:** Not on air

**WEMJ-AM Laconia, N.H.**

**Price:** \$160,000 (\$140,000 for assets; remainder for consulting agreement)

**Buyer:** WLNH Radio Inc., c/o Sconnix Broadcasting Co., Vienna, Va. (William J. McLean, president/35% owner); owns WLNH-FM Laconia and WBHG-FM Meredith, N.H.

**Seller:** Tole Broadcast Associates Inc., Manchester, N.H. (spouses Robert J. and Margaret Tole, principals); no other broadcast interests

**Facilities:** 1490 khz, 1 kw

**Format:** News/talk

**Broker:** Kozacko Media Services ■

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